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CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JULY 2, 1920 No. 27

Brunswick Brand Sea Foods

ideal summer lines

Feature Brunswick Brand wholesome Fish Foods in your summer displays and suggest their convenience to your customers in preparing dainty and appetizing warm weather dishes which do not require cooking.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
REGISTERED
BRUNSWICK BRAND
WEIGHT OF CONTENTS 14 OZS
KIPPERED HERRINGS
Breakfast Delicacy
CONNORS BROS LTD
SHOULD NOT BE LEFT IN THE TIN

Place a full line of **BRUNSWICK BRAND SEA PRODUCTS** on your counter and shelves. You'll get the business.

Connors Brothers Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative :
Chas. Duncan & Son, Winnipeg, Man.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report wil. be sent on request to any one interested.

Do You Know

O-Cedar Polish ?

Not O-Cedar **furniture** Polish. Not O-Cedar floor Polish. But O-Cedar Polish?

Do your customers know the many ways O-Cedar Polish may be used?

Many folks are under the impression that O-Cedar Polish is only a wonderful furniture Polish. That is a mistake.

Get them to try it on their cars. What a surprise! O-Cedar polishes a car just as beautifully as it puts a gleaming surface on the baby grand piano, leaving a clean, hard surface that does not easily collect dust.

Other customers may not have tried it on their floors—suggest a trial—and incidentally show them the O-Cedar Polish Mop with the long handle. It saves stooping or reaching for high spots or low places.

Many a housewife will welcome these suggestions and thank you with real cash sales—then come back time and again for more O-Cedar, as she finds additional uses for it around the house.

"Suggestion" is a small word, but large profits are hidden in every letter of it.

Channell Chemical Co., Limited
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Just Say "Borden's"

How very often, Mr. Grocer, a customer merely asks you for milk products in a general way. Do you fully realize the importance of filling such orders with a brand of goods that will do credit to your judgment and reflect prestige on the quality of your merchandise in general?

You do this when you fill all such orders from the Borden group of Milk Products. Because there never is a doubt as to the goodness of Borden's. Moreover, every housewife has heard of Borden Milk Products and whether she specifically asks for them or not, the word "Borden's" will always bring an accepting nod.

Do you need new stocks?

The Borden Co., Limited, Montreal

CLARK'S
PREPARED FOODS

Corned Beef
Roast Beef

English Brawn
Irish Stew

Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)

Potted Meats
Cambridge Sausage

Veal Loaf
Beef Loaf

Tongue, Ham and Veal, Canadian Boiled Dinner,

Sliced Smoked Beef,

Tomato Ketchup, Peanut Butter, Table Syrup,

Spaghetti with Tomato Sauce and Cheese,

And other good things.

Each sale of CLARK'S means a satisfied Customer and satisfied Customers mean successful business.

W. CLARK LIMITED, MONTREAL

TO THE CANADIAN COFFEE INTERESTS

We aim to give you full 100% efficiency and service

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—IN ALL INSTANCES—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
J. T. PRICE & CO., Hamilton, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER. St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

1920 Pack

"E.D.S." Strawberry Jam

This season's pack of E. D. S. "100% Pure" Strawberry Jam is now ready for delivery.

It is needless to tell you that it is made from the finest, selected, full-ripened strawberries and pure cane sugar; that it is smoother, richer and better flavored than most jams, *because the E. D. S. high standard of quality never changes* from one year's end to the other.

E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

Sell Out Your Orange and Lemon Stocks —*Every Week*

A Plan That Nets 348% on Capital Invested in Oranges and Lemons

SCORES of successful merchants — small and large — have found a simple, easy way to make 348% per year on their capital invested in oranges and lemons. Merchants who hear about this plan try it. They quickly find that it works for them. Now they too are sharing in the other merchant's success. You can do the same.

They first determine the maximum quantity of oranges and lemons they can sell each week. Then they buy only the quantity they can *sell out clean* in six working days.

Then they work on a margin of *25% on sales,* or 33⅓% on the invoice cost.

They figure their operating expense at 16⅔% on sales, and add 3⅓% for shrinkage, even though the shrinkage is reduced to practically nothing when the goods are turned 52 times a year!

This allows them 5% absolute net profit on sales every week. But 5% net on sales every week on a weekly turnover basis is more than 348% on their invested capital.

Their fruit is always fresh, always profitable, always "good advertising." They have turn-overs, not left-overs.

The Magic of Display

These successful merchants have found an easy, quick way to develop a more rapid turnover. They display these fruits prominently in their windows and inside the stores.

They take full advantage of the colors Nature has given these fruits. They make the display so attractive that people cannot resist their appeal.

They also enlist the aid of the highly colored display material we supply FREE to retailers who ask for it.

Mail this coupon for a new, interesting booklet about fruit displays — we include also our "Display Material Option List" which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange
A NON-PROFIT, CO-OPERATIVE ORGANIZATION OF 10,000 GROWERS
Dealer Service Department
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.
Los Angeles, California.

Please send me your book, "Salesmanship In Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name .....

Street .....

City ..... Province .....

Stuart's Pure Jams

THE NEW 1920 Pack IS now ready for delivery

Now is the time to place your order for this season's pack of *Stuart's Pure Strawberry Jam.*

Stuart's is recommended by many of the best Canadian grocery stores because it is *real good* jam.

Place your order to-day and be sure you order sufficient to cover your requirements.

STUART LIMITED

SARNIA, ONT.

Kellogg's Toasted Corn Flakes *always come in*

WAXTITE

You never will be disappointed if you—insist on the genuine Kellogg's WAXTITE package, for then you get those crisp, appetizing, richly-flavored Kellogg's Toasted Corn Flakes, packed fresh from our great ovens in Toronto.

Your grocer has all the Kellogg WAXTITE products for you—Kellogg's Toasted Corn Flakes; Kellogg's Krumbles—the all-wheat food, ready to eat; and Kellogg's Krumbled Bran—the new cereal bran food that overcomes constipation and helps you to keep in splendid health.

These most popular food products, made right here in CANADA come to you at their best, each package guaranteed by the signature of *W. K. Kellogg*

Always hand your customer the Waxtite wrapped package when Kellogg's Toasted Corn Flakes are asked for. It insures their getting Corn Flakes as fresh and crisp as when they left the oven. Pleased Customers and repeat orders will be the result.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 42 Silvester-Willson Bldg.	Bowring Bros. & Co.	J.W. Gorham & Co.

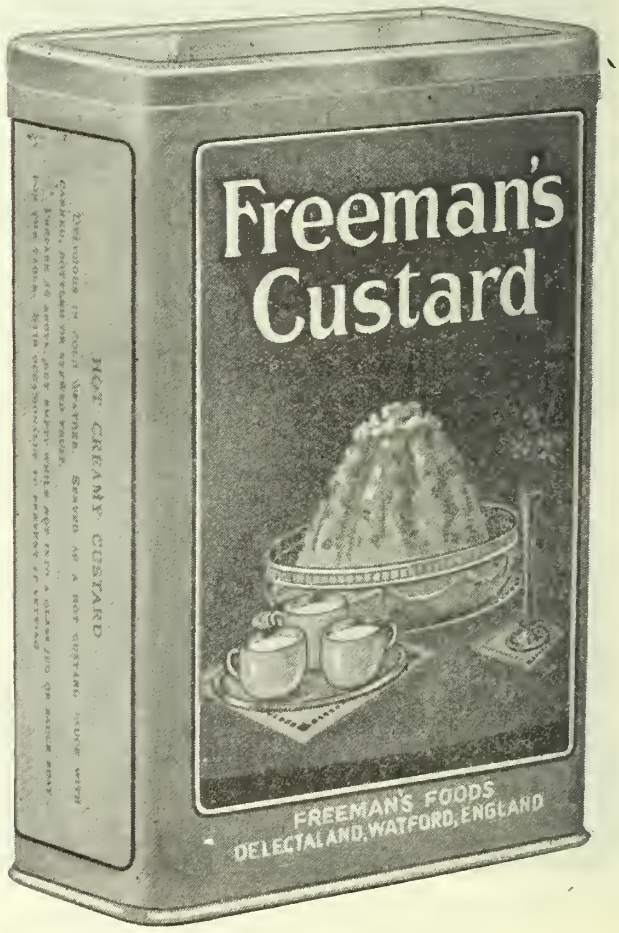
The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Garton's CUSTARD

Sole Agents:
W. G. PATRICK & CO., Ltd.
Toronto Montreal



Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

EUREKA

Any time from now on a Eureka refrigerator is a necessary part of your store equipment. You not only owe it to yourself, but to your patrons and customers, to keep your store smart and up-to-the-minute in appearance, and to keep your perishable articles — butter, cheese, milk, or green garden truck—under the strictest sanitation.

Customers like to see their grocer keeping his goods, clean, sanitary and fresh. And the best and most reliable way to do this so as to get the best results is to purchase a Eureka Refrigerator.

No matter what business you are in—florist, grocer or butcher—we have or can give you just what you need in the Refrigerator line.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
Owen Sound, Ont.

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL
Catalogue and Price List on Application.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

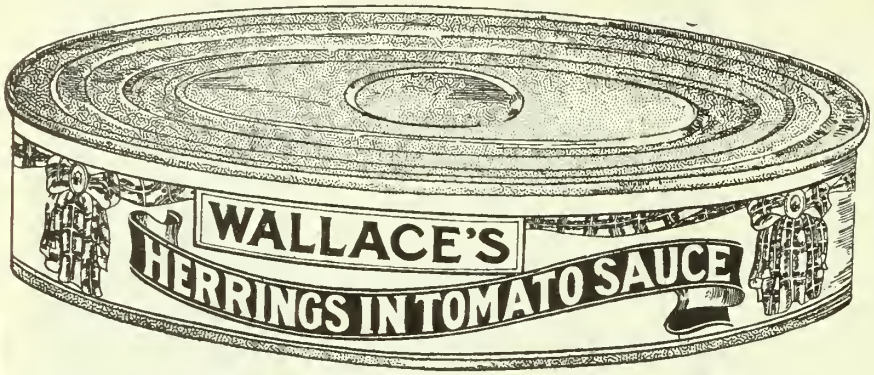
It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

A Beautiful Label Proves Nothing—



But "Wallace's" on a label means everything

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

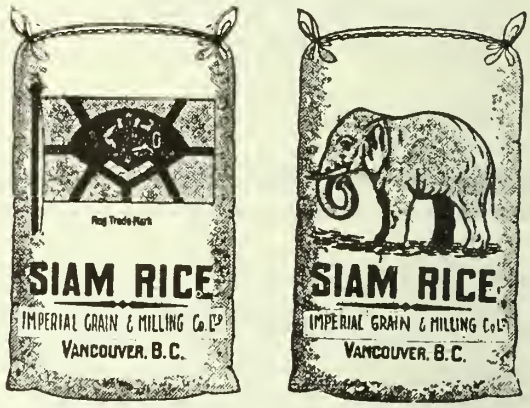
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

ALWAYS A GOOD SELLER

SEALED BOTTLES
25c and 15c RETAIL
TORONTO VINEGAR WORKS
TORONTO

COSGRAVES PURE MALT VINEGAR

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manufacturers' Agent
HEAD OFFICE - - REGINA, SASK.
Sales connections in all the cities of Canada and the United States.
If you desire your goods placed on the wholesale and retail market get in touch with Pritty.
A purely Western firm with 11 years' Western experience.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS

A Winnipeg Retailer Said:

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?

MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E. C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

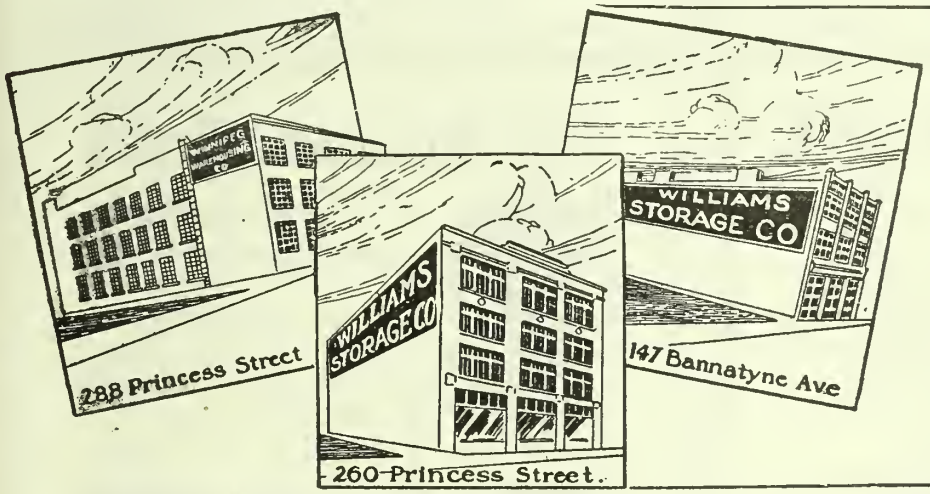
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

G. A. WEST

Broker and Manufacturers' Agent
404 Chamber of Commerce Bldg., Winnipeg, Canada

Sole Agents in Canada for Bri-Cal Adding Machines, Phonopore Construction Co.

Also representing Comptoir Franco-Anglais d'Exportation, Paris and London.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave., E.
Winnipeg

The Home of the Scott-Bathgate Co., Ltd.

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

WHEN WRITING ADVERTISERS KINDLY MEMTION THIS PAPER

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

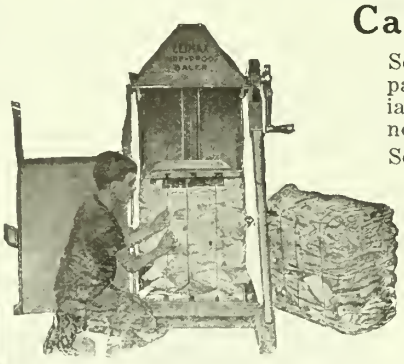
Say you saw it in Canadian Grocer, it will identify you.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lbs. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
Southam Bldg. Montreal, P.Q.
Our Agents:
C. T. NELSON, Victoria, B.C.
E. U. GIBSON, Winnipeg, Man.
GAETZ & CO., Halifax, N. S.

Sell Your Waste Paper,
Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED
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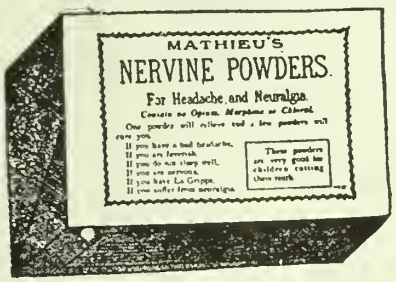

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FOR ALL COLD MEATS AND STEWS

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OBAYO REAL SARDINES

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STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

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They are made by experts in the following grades—
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We can give you the same efficient service in the West that has established these firms in this profitable market.

The Prairie Provinces, with their one and three-quarter million people, are one of the richest food markets in the Dominion.

Populated with progressive and prosperous farmers and citizens, this great area has shown a most remarkable development in recent years.

Its total field crop for the past year was worth over 600 million dollars.

In the last two Victory Loans, the Prairie Provinces subscribed $169,615,950.

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Be sure you order Superior Brand Macaroni, Vermicelli, etc., when you replenish your stock — a small sample order will prove it to be superior to the usual line in every way.

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Klim has an exceptionally strong Summer appeal because it will not sour. It remains fresh and sweet until the last particle is removed from the tin. For this reason, many of your customers will find it convenient to use the 10 pound family size tin.

Order from your Wholesaler to-day and be sure to include the three sizes in your order—½ pound, 1 pound, and 10 pound family size. You will be surprised how quickly Klim will sell this summer.

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NEW SEASON'S

STRAWBERRY

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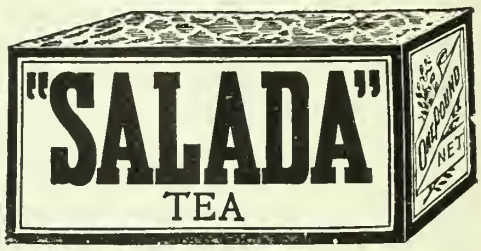
with Tea. For thirty years the flavour of Salada has attracted and held the public confidence in ever-growing volume. The fact that Salada is, to-day, the largest selling tea in Canada and the United States is due to the unique and consistent flavour that proves the sterling worth of the blend. To 'serve the public better' should be the motto of every modern grocer. The sales of Salada are evidence of the wisdom of this policy.



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The most digestible salad oil made.

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Send your orders direct to

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The Publisher's Page

TORONTO JULY 2, 1920

Improving Our Service

THE Directors of the Canadian Press Association decided last year that the MacLean Publishing Company was the largest and most important newspaper organization in Canada and must therefore pay the highest annual fee to the Association. The Montreal **Star** with its two big weeklies comes second, but the **Star** group had been doing business for 18 years before the MacLean Company began. While we have not the details upon which the Press Association based their decision we understand they figured that the MacLean Company had a larger advertising revenue. This is not the case. Lord Atholstan's properties probably carry a third more advertising, use more paper and have a greater total circulation. The MacLean papers on the other hand get more revenue from circulation; have to pay perhaps three times as much in salaries and wages and show considerably less profit.

Extra good service to readers first and advertisers next has been the cardinal principle upon which Colonel Maclean has built during these 33 years. In this work every man, woman and junior apprentice on our staff has had a share. We have tried to gather about us and train the best experts in the country. Here is the latest example of what we are doing:

In the recent annual examinations of the Toronto Technical School, session 1919-20, in the Typography branch—that is the department where they learn how to set type—only 2 7boys out of the whole city passed, of whom 10, or nearly 38 per cent. were boys of our own Composing Room, while in two out of the three classes MacLean boys stood at the head.

Several of our papers are the best of their class in the world but we are still far from satisfied with the service we are giving. As we can afford it, as the country grows, as our business grows, the service will be improved. We ask our readers to take these Technical School results as an evidence of our efforts to serve them better and better, for by giving a superior training to these boys we are laying the foundation for the still better work we hope to do in the future.

Readers can help us to give them a better service by sending in—direct to the President, Vice-President or General Manager—criticisms and suggestions.

Canadian Grocer

Montreal Toronto Winnipeg Vancouver

The Most Refreshing Hot Weather Drink

Your customers will get more genuine satisfaction from Iced Red Rose Tea than from the bulk of the catch-penny hot weather drinks. Tell them how to make it and you'll easily increase your sales.

To Make Iced Tea

Iced tea should be made a little stronger than ordinary tea, as tea needs extra flavor when drunk cold. Let it steep for five minutes, pour it off the leaves and set it aside for a couple of hours to cool gradually, adding the chopped ice only when ready to serve. In that way more of the flavor is retained. Serve with a slice of lemon.

It takes strong tea to make good iced tea. Red Rose is blended chiefly from Assam teas, the strongest in the world.

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The display card illustrated here, is a reproduction in natural colors. A regular showing of it will be a constant reminder of a list of necessary household articles.

Keep your stock complete.

Our Display Card sent free---charges prepaid.

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Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from Fruit and Granulated Sugar Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

CANADIAN GROCER

VOL. XXXIV TORONTO, JULY 2, 1920 No. 27

Claims Sugar Investigation Was Illegal

Robt. Anderson Says that There Should Have Been Two Board of Commerce Commissioners on the Case in Toronto—Gives His Opinion on the Board's Investigations into His Sugar Dealings—Supply and Demand.

MONTREAL, June 30, (Special)—In an interview with Robert Anderson, broker, in connection with the sugar investigation by the Board of Commerce, he made the following statement to Canadian Grocer:

"Judge Robson summed up the attitude of Commissioners O'Connor and Murdock of the Board of Commerce so tritely when he said they seemed to consider 'it was a sin to be a merchant' that I don't think anything more need be said in explanation of their wild rulings on legitimate business transactions.

"These individuals set out to justify themselves in their own estimation to the consuming public, and in the process they had to find scapegoats. I happened to be one and they thought they had discovered a fine specimen when they held me up as an example of how outsiders had injected themselves into the sugar business, but as sugar has been my regular business for 35 years and I have spent the last 22 years distributing sugar in Canada I believe I have forgotten more about the conditions affecting the price and supply of sugar than Messrs. O'Connor and Murdock will ever dream of, much less know.

Made Profit of 4½%

"All I need say about my dealings in refined sugar in Canada during January to May this year is that as a result of an abnormal demand largely created by the appeals of officials of the Dominion Government to consumers to lay in supplies in anticipation of a shortage and higher prices, followed by the refiners being out of the market, I did a considerable volume of business in supplying sugar to urgent buyers who could not get what they wanted from the refiners. An analysis of these transactions prove that my gross profit amounted to an average of 80c per 100 lbs. (4½ per cent.) while during that period the Canadian refiners list prices were advanced $7.00 per 100 lbs., an increase of 58 per cent. On June 16th Canadian refiners' prices were advanced another $2.00 per 100 lbs., making a total of $9.00 per 100 lbs., or 75 per cent. advance since the 1st of January to date.

"I may remark that it costs me hundreds of dollars a month for market information and I need not tell intelligent people that I do not spend this money for fun, or only for the benefit of cable, telegraph or telephone companies.

"Sugar is high in price because the supply is short; the whole 'secret' of what the Board of Commerce spent the people's money attempting to disprove is the old and unchangeable story of supply and demand, which Messrs. O'Connor and Murdock tried to camouflage.

"In an article on the sugar situation written by T. R. V. Keller, editor of 'Sugar'; and published in the New York 'Sun and New York Herald' of June 6th, he said:

> "It is absolutely necessary to explain conditions in a more businesslike way to the public than has been done heretofore and the cheap politics played by some officials in various departments should be abandoned as soon as possible for a more rational discussion of the actual conditions and the underlying causes of the peculiar sugar problems facing the sugar refiner, jobber and dealer."

Big Decrease In Supply

"The decrease in the world's supply of sugar this year as compared with 1914 is over 5,000,000 tons. The sugar crops of the world compare as follows:

1914.....	20,347,872 tons
1920.....	15,204,170 tons estimated
Decrease	5,143,702 tons

"The estimated production of sugar this year is 1,200,000 tons less than the actual production last year, when there was an acute shortage, and the crops this year are deteriorating as the season progresses. It will take ten years and probably longer for production to regain pre-war supply," said Mr. Anderson. "Consumption in the United States (the largest consumer of sugar in the world) and in Canada is increasing very rapidly, and when the restraint on consumption in European countries, owing to short supplies and financial considerations, is relaxed the demand on the supply of sugar will be enormously increased.

"Great Britain is still rational (as the people have been continuously since the beginning of the war) consumers there are limited to 26 lbs. of sugar per capita per annum.

Canadians "Gorging" Themselves On Sugar

"The people of Canada in the twelve months of 1919 gorged themselves with 94 lbs. of sugar per person (this means 94 lbs. for each and every man, woman or child in Canada) according to the figures issued by the Canadian Trade Commission. The consumption of sugar in the United States in 1919 totalled 4,067,671 tons, an increase of 570,000 tons in one year or 16 per cent. greater than the consumption in 1918. It has been predicted that consumption of sugar in the United States during this year will reach 5,000,000 tons.

To quote again from Mr. Keller's article:

> "Can anyone fail to realize the critical situation in the world's sugar industry after studying these figures? The ostrich who sticks his head into the sand and imagines the hunter can't see him because he can't see the hunter, is a wise old bird compared with the agitators who seek the causes of high sugar prices and of the scarcity of sugar in petty profiteering carried on by the corner grocer or the jobber."

Says Investigation Illegal

"Those who have followed the hearings and findings of the Board of Commerce have probably been looking for a verdict on the Toronto sugar 'investigation', not perhaps having realized that the hearings by Mr. Murdock at Toronto were illegal, as the Act of Parliament under which the Board of Commerce functioned required two commissioners for a quorum, and Mr. O'Connor was

busy resigning while he left Mr. Murdock to do his own digging all by himself in Toronto.

"In the case of H. P. Eckardt and Company, the Board of Commerce expressed an opinion, possibly because Mr. Eckardt went to Ottawa with his lawyer, after the solus investigation by Mr. Murdock at Toronto, and thereby gave Mr. O'Connor an opportunity to participate with Mr. Murdock in a review of Mr. Eckardt's case, (Mr. O'Connor having graciously consented to keep up the good work until the 30th of June, although he had resigned on the 17th). This, however, was not a public hearing at which Mr. O'Connor could get his cross examination of the witness quoted in the papers. However, he got his opinion of the Eckardt case into the papers, and the other Toronto firms and individuals who were summoned to give particulars of their dealings with Robert Anderson, can thank Mr. O'Connor for resigning at the psychological moment, and thereby depriving them not only of the joyful experience of submitting to his choice brand of invective, but of seeing themselves miscalled in the public press all the things that they are not.

"As to the Board of Commerce orders promulgated since the infection of resignations began to spread, they are dying kicks which time will prove are as impracticable and ineffective as all the previous attempts of Messrs. O'Connor and Murdock to act as King Canutes."

Board of Commerce Without Officials

Resignation of James Murdock, the Labor Commissioner is Accompanied with Sensational Charges—Will the Board Now Be Abandoned?

ANOTHER step in the upheaval of the Board of Commerce has taken place. This time it is the resignation of the remaining member of the board, James Murdock, which was announced in Ottawa last week, accompanied by sensational charges. The board is now without a commissioner, and as someone has intimated, it may mean its abandonment. Judge H. A. Robson and W. F. O'Connor, K.C., have both taken up other work, the former last April and the latter on July 1.

Accompanying his letter of resignation, Mr. Murdock expresses disappointment that the board has not been permitted to carry out the public service which it was appointed to perform. He is convinced, he states, that neither the Premier nor the members of the Cabinet are now, or ever have been, in sympathy with the provisions and intent of the Board of Commerce Act and the Combines and Fair Prices Act.

Makes Serious Charges

He makes serious charges against Judge Robson, who, up to last April, was chairman of the board. He claims, in this regard, that Judge Robson was considered as "safe and sane" in conserving to Canadian manufacturers and other large financial and business interests, the generally unrestricted leeway heretofore enjoyed by such interests in the taking of profits, determined alone by the so-called market price and governed by supply and demand, and that he was in full sympathy with high prices as against low prices, as he stated in his letter to Sir George Foster on February 23.

Board is Necessary

"A board of commerce is necessary," claims Mr. Murdock, "for the following reasons: (a) Business men living together under the protection of the tariff have got to know each other so well that price-fixing agreements and all sorts of agreements and arrangements are the rule, rather than the exception. The board has already on file evidence in some scores of cases of such agreements. Not all of these are reasonable or proper. It should not be left to the unfettered will of the businesses interested to fix prices on necessaries of life. A board of commerce is needed."

Sir Robert Borden has stated in the House of Commons that merchants must continue to obey the orders of the Board of Commerce. Dr. Michael Steele inquired if retail grocers still came under the requirements of the board, in view of the fact that all its commissioners have resigned. Sir Robert pointed out that the resignation of Vice-Chairman O'Connor did not take effect until June 30, and the recommendations of the Government would be passed upon by the Governor-General in due course. Until then the orders of the board would stand.

Sir Robert Borden said that Mr. Murdock was under a misapprehension, no doubt sincere, as to the Government's intention. "I did not intend to suggest to him," said the Prime Minister, "that the Government would wait for the decision of the Privy Council before filling in the board."

On the contrary, I asked him to name a suitable person to appoint when Mr. O'Connor resigned. I did say to Mr. Murdock then that the question was of so serious a character that I was afraid the Government would be unable to give it proper attention until after prorogation. I went so far as to name to my colleagues the gentleman suggested by Mr. Murdock as a suitable chairman, but there is some doubt that this gentleman would accept the post. My reply to Mr. Murdock's letter of resignation will be given the same publicity that has been given his letter.

Lower Prices for Flour Are Not Likely

Decline in Flour in the United States Will Have No Effect Upon the Canadian Products Unless the Control by the Canada Wheat Board is Removed—Bran and Shorts Are More Plentiful

THE decline in the price of flour in the United States will not have any effect on the price in Canada according to the opinion of millers in Toronto. In Minneapolis flour declined 30 to 50 cents per barrel recently due to a sharp break in the wheat market.

"As long as the wheat and flour is controlled by the Canada Wheat Board a decline cannot be expected," stated a manufacturer to Canadian Grocer. "Unless the price of wheat is lowered, and that is very unlikely for this year at least The price of flour in the United States for some time past has been higher than in Canada, and even with the last decline the price is still higher than ours. It makes no difference what the price is in the United States, it will have no bearing whatever upon the price in Canada.

"What effect will the recent order for flour for export have upon the market?" he was asked.

"None whatever," was the reply. "It will use up some of the surplus stock and make all the mills busier for a few weeks. Every mill will get a share of that order, even the small country mill will at least get an order for a carload."

"Is there any improvement in the supply of millfeeds?" he was next asked.

"Yes, the situation is greatly relieved," he replied, "although we are not shipping straight cars we are able to take care of most orders. This is greatly due to the good pastures and the falling off in the demand. I understand that there are mills in Montreal that are overloaded with bran and shorts."

Strawberry Crop is Heavy But Jam Pack Will Be Light

Problem of Labor and Difficulty in Getting Containers Keep Prices Up—High Quotations on Sugar Make Prospective Jam Prices Almost Prohibitive.

THE outlook for a bumper crop of strawberries is very promising. Never was the strawberry crop more favorable at this season. But there are factors entering into the situation that may tend toward keeping the prices up. The farmer is now worrying about the help and container problem. Baskets are almost unobtainable, due to the shortage of basket timber and labor at the mills. Farm labor and berry pickers are difficult to obtain, even at treble the wages paid in former years. Just what the outcome will be is very hard to estimate.

The fact that jam manufacturers are not making contracts this year is a factor that will probably bring lower prices for berries. The reason for this is the fact that sugar being so high in price will make the cost of jam such a high price that the public will to a certain extent curtail the consumption. There is also the higher cost of cans, glass jars, labor and coal which must be considered and tend toward greatly increasing the price of preserves. Another fact is that this jam will not be sold for many months, and perhaps by that time sugar may be lower. Manufacturers are therefore loath to load up with a large stock of goods at such a high figure. One manufacturer stated to Canadian Grocer that last year they paid 25 cents per box, but as the crop this year is considerably greater, and as the high price of sugar will no doubt curtail home preserving, it is likely that the price of berries will be around 12 cents.

Situation in Quebec

According to jam manufacturers in Quebec, the pack will not be as large this year as it was last, this being due to the fact that sugar is high and scarce and that on account of the high price money to finance a pack now than it did last. As the banks are restricting credit they are of the opinion that this is one of the principal reasons why the pack of jam this year will be small. The crop in Quebec and the Maritime Provinces is very small and low prices for berries are not looked for.

In regards to the pack of jam, one manufacturer stated that, considering the cost of all raw materials which enter into the manufacture of jam, prices cannot be otherwise but high, and as long as this present pack will last he was of the opinion that the stock of jam in general next winter will be very small, as any surplus stock which may not be absorbed by the Canadian market this coming fall will certainly go for export, because we are having a number of inquiries from Europe."

Intimations from jam manufacturers throughout Ontario all point toward a likelihood for a very small pack of strawberry jam this year, due particularly to the sugar situation. Last year's pack of jam was packed when sugar cost around 12 cents per pound, and the jobbers loaded up pretty heavily with supplies. As the price of sugar advanced the jam manufacturers' prices were forced upward, but the wholesalers carried on at a profit, based upon his original purchase, with the result that in Toronto during this last month large blocks of pure jam have changed hands at prices very much below what the goods could be produced for to-day by the manufacturers. Consequently jobbers have been a little tardy about placing orders for the new pack.

One manufacturer is already quoting the new pack strawberry jam in 2-pound glass jars at $10.60 per dozen. This is the only quotation as yet received, but it is anticipated that the 4-pound jar and tin will be around $1.50 each against $1.05 last year.

Quality of Berries Good

Another manufacturer states that, "We believe the pack of strawberries generally will be considerably less than last year. The quality of the berries, so far delivered, has been very good and all reports indicate a big crop, although in the last few days there seems to be some doubt about this particular feature."

"It is to be expected that the price upon this year's strawberry jam will be higher than last season, for the reason that sugar to-day is double what it was at this time last year, although we are buying our strawberries this year for less than we did last year. However, the reduction in the price of the berries will not offset the additional cost of sugar when you consider that 63 per cent. of jam is sugar."

Corn and Oat Cereals Will Advance

Corn and Oats Have Reached the Highest Price on Record—Corn Meal, Corn Flour and Oatmeal Will Be Higher—Stocks in Jobbers' Hands Have Helped to Keep Down Values.

ACCORDING to cereal manufacturers the situation in the American corn market has now reached a point where products of corn will have to be increased. The market for corn has been steadily advancing since March, and has now reached the highest price on record. There have been small advances recently on corn meal, and one manufacturer stated to Canadian Grocer that another advance will take place within the next week. This advance will amount to 40 cents per bag on corn flour and 25 to 40 cents per bag on corn meal. Package cornmeal will also be affected.

As to what effect this will have upon corn flakes it is difficult to obtain any definite information. Manufacturers commit themselves to the extent in stating that wholesalers are booking orders heavily in view of the recent advance of $1 a case in the United States. One brand of corn flakes that has been selling to the trade at $3.90 per case has advanced to $4.25.

A sale was recently made of 10,000 bushels of oats at $1.46½ per bushel. In Halifax oats are quoted at $1.52½ per bushel. Throughout the West the price is around $1.48 per bushel. These prices are phenomenal when taken into consideration that a few years ago oats were selling around 35 cents per bushel.

For several weeks past Canadian Grocer has pointed out that manufacturers claim that oatmeal could not be manufactured at the price quoted to the retail trade. The reason that prices were not advanced was the fact that jobbers were not buying. Apparently their stocks were larger than they should be at this season, with the result that in some quarters rolled oats could be bought at least $1 a bag below the real value, according to the price of oats. Some manufacturers are now quoting rolled oats in bulk at $6.40 per 98-pound bag. Last week jobbers in Toronto were quoting quoting rolled oats at $5.25 to $5.50 per bag. This week's price is $6 per bag, which is still below that quoted by manufacturers.

A CHARGE OF SELLING LEMON EXTRACT

Wholesale Grocers of New Brunswick Await With Interest Outcome of Case

St John, N.B., June 28.—Several wholesale grocers of the city are awaiting with interest the decision of the police magistrate in a matter now pending before him in which they have been reported for selling lemon extract. The matter arose through a report against a woman who keeps a small back-street corner store who was fined for making a sale of lemon extract. Her counsel objected that she should not be fined while wholesalers and manufacturers went free though they sold in greater quantities. The result was that reports were made against several of the leading firms. Increased interest is taken in the matter in St. John because of the approaching referendum on prohibition which takes place July 10.

Who Collects the Tax and How Much?

Revised schedule of taxes as they apply to lines sold in grocery and general stores. This schedule takes into account all the amendments adopted prior to the introduction of the Bill into the House of Commons. Any further changes, if any, will be of a very minor character and this schedule will, therefore, serve as a safe guide. This resolution has been adopted by the House of Commons, and has become effective.

FOLLOWING TAXES TO BE CHARGED BY THE RETAILER ON TOTAL SALE PRICE.

The tax on the following articles is to be **added by the retailer to the total selling price to the consumer** at time of sale:

10 PER CENT. TAX

Clothing

Hats, men's and boys', in excess of seven dollars each; caps, except fur caps or caps wholly or partly lined with fur, men's and boys', in excess of $2 each; hose or stockings, silk or artificial silk, men's and boys', in excess of $1 per pair; neckties and neckwear and scarves, men's and boys', in excess of $1.50 each; shirts, including night shirts, men's and boys', in excess of $3 each; hats, bonnets and hoods, women's and misses', in excess of $12 each; hose or stockings, silk or artificial silk, women's and misses', in excess of $2 per pair; kimonos, petticoats and waists, in excess of $12 each; nightgowns in excess of $3 each; house or smoking jackets or bath or lounging robes, pyjamas, in excess of $5 per pair; underwear, consisting of shirts and drawers, in excess of $4 per separate garment; underwear, combinations, in excess of $8 each; fans, purses and pocket-books in excess of $2 each; shopping and hand bags in excess of $6 each; umbrellas, parasols and sunshades in excess of $4 each; trunks in excess of $40 each; valises, traveling bags, suitcases, hatboxes and fitted traveling cases in excess of $25 each; gloves, except fur, in excess of $3 per pair; opera cloaks, coats, the component material of chief value being fur, including repairs thereto, in excess of $200 each; gloves, the component material of chief value being fur, in excess of $15 per pair; caps, the component material of chief value being fur, in excess of $15 each; muffs and neckpieces, the component material of chief value being fur, in excess of $35 each; robes and rugs, the component material of chief value being fur, in excess of $50 each; wearing apparel, not elsewhere specified, the component material of chief value being fur; ebony handled cutlery, ebony and imitation ivory toiletware, cut glassware and etched glassware.

Sporting Goods

Sporting goods, such as tennis rackets, nets, racket covers and presses, canoe paddles and cushions, polo mallets, baseballs, protectors, footballs, helmets, harness and goals, basket ball goals and uniforms, golf bags and clubs, baseball, lacrosse, hockey and football uniforms, balls of all kinds not hereinafter specified (not including balls for children), fishing rods, reels, lines, spoons and artificial bait, billiard and pool tables, chess and checker boards and pieces, dice games and parts of games (except playing cards and children's toys, games and express wagons), and all similar articles not elsewhere specified, commonly or commercially known as sporting goods, in excess of 50 cents; baseball bats and baseballs in excess of $2; baseball masks and gloves in excess of $1.50; skates in excess of $2 per pair; toboggans and hand sleds in excess of $3 each; skis in excess of $2 per pair; footballs in excess of $3 each; lacrosse sticks in excess of $2 each; hockey sticks in excess of 75 cents each.

Leather Goods, Trunks, Etc.

Purses and pocket-books in excess of $2 each; shopping and hand bags in excess of $6 each; trunks in excess of $40 each; valises, traveling bags, suitcases, hat boxes and fitted traveling cases in excess of $25 each; gloves (except fur), in excess of $3 per pair.

Robes and Rugs

Robes and rugs, the component material of chief value being fur, in excess of $50 each.

15 PER CENT. TAX

Card Tables, Piano Lamps, Ferneries, Chinaware, Etc.

All tables made especially for cards, checkers, chess or other games; all liquor cabinets, smokers' cabinets, tea wagons, sewing cabinets, work tables, piano lamps or stands, table lamps or stands, ferneries, jardinieres, pedestals and bric-a-bac, made of rosewood, primavera, solid mahogany or ebony or lacquered or decorated; chinaware and crockery known as "Royal Crown, Derby, Wedgwood, Minton, Ainsley, Limoges, Coalport, Pekard, Copeland, and similar quality chinaware and crockery by whatever name known."

20 PER CENT. TAX

Smoking Outfits, Hunting Garments, Knives, Toiletware

(c) A tax of 20 per cent. on cigar and cigarette holders and pipes in excess of $2.50 each; cigar and cigarette cases, ash trays and match boxes of gold or silver; humidors and smoking-stands; hunting and shooting garments and riding habits; hunting and bowie knives; gold, silver and ivory toiletware; articles of silver not otherwise provided for in this resolution adapted for household or office use; silver or gold deposit ware; articles commonly or commercially known as jewelry, whether real or imitation, for personal use or for adornment of the person, except wedding rings, when said articles exceed $5 in value.

FOLLOWING TAXES TO BE CHARGED BY RETAILER ONLY ON AMOUNT IN EXCESS OF PRICE SPECIFIED

The tax on the following articles is to be **charged by the retailer on that portion of the amount paid by the consumer which is in excess of the price specified.**

10 PER CENT. TAX

Carpets and rugs in excess of $6 per lineal yard of 27 inches in width.

15 PER CENT. TAX

Boots, shoes, pumps and slippers of any material (not including shoes or appliances made to order for persons having a crippled or deformed foot or ankle or to top boots not less than ten inches in height such as are used in lumbering, mining and fishing industries or to river-driving boots) in excess of $9 per pair.

Clothing, ready made, consisting of coat, vest and pants, or coat and pants, men's and boys', in excess of $45.

Trousers sold separately from suits in excess of $12 per pair.

Coats, men's and boys,' sold separately from suits (not including leather coats lined with sheepskin) in excess of $25 each.

Cloth overcoats, men's, boys', women's and misses', in excess of $50 each.

Waistcoats, men's, sold separately from suits, in excess of $5 each.

Dresses, women's and misses', except silk, in excess of $45 each.

Skirts, separate from dresses, except silk, in excess of $15 each.

Suits, women's and misses', except silk, in excess of $60 each.

Coats, women's and misses', sold separately from suits, except silk, in excess of $35 each.

Knitted sweaters and knitted sweater coats, in excess of $15 each.

On articles of clothing the selling price of materials and cost of manufacture, when sold separately, are to be combined when determining the selling price.

EXCISE TAXES TO BE PAID BY MANUFACTURER

The following excise taxes **are payable on the duty paid value** in addition to present duties, **by the manufacturer at time of sale** or when imported or when taken out of Customs or excise bond, but not when exported.

3 PER CENT. TAX

Chewing Gum or Substitutes

Chewing gum or substitutes therefor.

10 PER CENT. TAX

Confectionery which may be classed as candy or a substitute for candy (this item not to include goods packed ready for sale in cartons or their packages bearing thereon the name of the manufacturer selling by retail at 10 cents or less per carton or to candy known as "gross goods," selling by retail at one cent each).

20 PER CENT. TAX

(a) Medicinal medicated wines, vermouth and ginger wines and patent and proprietary medicines containing alcohol, but not more than forty per cent. proof spirit.

(b) A tax of two dollars per gallon on lime juice or fruit juices fortified with or containing more than twenty-five per cent. of proof spirits.

On spirits and strong waters of any kind, mixed with any ingredient or ingredients as being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines or ethereal and spirituous fruit essences not otherwise provided for in this resolution; on alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind.

(c) A tax of fifty cents per gallon on lime juice and fruit juices fortified with or containing not more than 25 per cent. of proof spirits not otherwise provided for in this resolution.

License Fee

Every person selling or dealing in the articles upon which taxes are imposed as prescribed by the foregoing resolutions may be required by the Minister to take out an annual license therefore, for which license a fee not exceeding $2 shall be paid.

The Turnover Tax

In addition to the present duty of excise and customs a tax of one per cent. shall be imposed, levied and collected on sales and deliveries by manufacturers, wholesalers or jobbers, and on the duty paid value of importations; that in respect of sales by manufacturers to retailers or consumers, or on importations by retailers or consumers, the tax payable shall be two per cent.; that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent.; that such tax must not be included in the manufacturers' or wholesalers' costs on which profit is calculated; and the tax shall be paid by the purchaser to the wholesaler or manufacturer at the time of such sale, and by the wholesaler or manufacturer to his Majesty in accordance with such regulations as may be prescribed, and such wholesaler or manufacturer shall be liable to a penalty not exceeding $500 if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid.

License Fee on Manufacturers and Wholesalers

The Minister may require every manufacturer and wholesaler to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor not exceeding $5, and the penalty for neglect or refusal shall be a sum not exceeding $1,000.

Exemptions

This tax on sales shall not apply to sales or importations of:

Animals living, poultry, fresh, salted, pickled, smoked or canned meats, canned poultry, soups of all kinds, milk, cream, butter, cheese, buttermilk, condensed milk, condensed coffee with milk, milk foods, milk powder and similar products of milk, oleomargarine, margarine, butterine, or any other substitutes for butter, lard, lard compound and similar substances, cottolene, eggs, chicory, raw or green, kiln dried, roasted or ground coffee, green, roasted or ground tea, hops, rice, cleaned or uncleaned rice flour, rice meal, corn starch, potato starch, potato flour, vegetables, fruits, grains and seeds in their natural state, buckwheat, meal or flour, pot, pearl, rolled, roasted or ground barley, cornmeal, corn flour, oatmeal or rolled oats, rye flour, wheat flour, sago and tapioca, macaroni and vermicelli, cattle foods, hay and straw, nursery stock, vegetables, canned, dried or desiccated, fruits, canned, dried, desiccated or evaporated, honey, fish and products thereof, sugar, molasses, maple corn and sugar, cane syrups and all imitations thereof, ice, newspapers and quarterly, monthly and semi-monthly magazines and weekly literary papers unbound, gold and silver ingots, blocks, bars, drops, sheets or plates unmanufactured, gold and silver sweepings, British and Canadian coin and foreign gold coin, materials for use only in the construction of ships, anthracite and bituminous coal and coal dust, lignite, briquettes made from anthracite or bituminous coal for lignite, coke, charcoal, peat, wood for fuel purposes, electricity, calcium carbide, gas manufactured from coal, calcium carbide or oil for illuminating or heating purposes, fibre for use only in manufacture of binder twine, ships licensed to engage in the Canadian coasting trade, artificial limbs and parts thereof, donations of clothing and books for charitable purposes, settlers' effects, articles enumerated in schedule (c) of the West India agreement, or to articles purchased for use of the Dominion Government or any of the departments thereof, or by or for the Senate or House of Commons.

A drawback may be granted of the tax paid on goods exported or on materials used, wrought into or attached to articles exported.

Stamp Tax on Notes, Bank Advances, Etc.

A stamp tax of two cents is imposed, levied and collected on promissory notes and bills of exchange, and advances made by a bank by way of overdraft of the value of $100 or less, and a tax of two cents additional is imposed on every $100, or fractional part thereof, in excess of $100. A bank overdraft will not be deemed outstanding until the fourth day on which the account was overdrawn.

INCOME TAXATION

Taxes and surtaxes, including tax upon corporations and joint stock companies is increased 5 per cent. per annum on incomes of $5,000 and upwards, to apply on all taxes leviable for any income received during 1919 or any accounting period ending in 1919.

BUSINESS PROFITS TAX

Exemption under this tax is raised from 7% to 10%. On profits between 10% and 15% tax is 20% of profits; on profits between 15% and 20% tax is 30% of profits; on profits between 20% and 30% tax is 50% of profits; on profits over 30% tax is 60% of profits.

Incorporated business with capital between $25,000 and $50,000 pays tax of 20% of amount by which profits earned during accounting period ending in 1920 exceed 10%.

WIPE OUT WAR TAX

The 7½% war tax on imported goods is wiped out on all remaining lines.

IMPORTANT RULINGS

Wholesaler Can Make Adjustment:—The wholesaler is empowered to make adjustments of the tax where goods are returned by the dealer or where a clerical error is made in invoices necessitating an adjustment of the tax paid.

Repairs:—Repairs made for consumers or users are not taxable except in the case of repairs to garments.

Contracts for Future Delivery:—The ruling is that the tax should be collected in the case of goods contracted for at certain prices, and a later ruling will be given as to the legality of the collection.

Retailers Selling Wholesale:—Where a retailer sells merchandise as a wholesaler such as sales in large quantities to hospitals, hotels, steamships, restaurants, institution, etc., he is responsible for the 1% sales tax on all such transactions.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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PAY CANADA'S OBLIGATION

CANADA'S great need for production to overcome the great burden of debt which must be paid, was emphasized by W. A. Buchanan, M.P., in a recent address before the House of Commons. "We can produce in the factories, on the land, and in the mines of this country," said Mr. Buchanan. "We have great natural resources that only need to be developed in order to enrich this country; and if we could only develop these resources to the extent of one-fourth of their value at the present time we would have no trouble in meeting our obligations as a nation. There is no cause for any person in this country to be discouraged about the future of Canada. All we need to do is to move around this Dominion to realize the great resources we possess; and we cannot help but become prouder of our country and cannot help but glory in the fact that, in Canada, we have as great wealth and as great opportunities as are to be found in any land in the world to-day. What is requisite is to encourage the development of those resources, and, given an opportunity to the people to take advantage of the wealth that is in the country, there will be no need for the Government to worry about the future of Canada and no need for the honest, capable and ambitious citizen of Canada to worry about it either."

WINDOW DISPLAYS MEAN SALES

TO thousands of people, especially those who have to do the buying, the windows of a store are like the index of a book. They tell what is within. If the windows are always neatly dressed, and care is taken to show seasonable goods and stock that is well cared for, and in good condition, the impression created for the store is a favorable one. The prospects are that one is reasonably justified in deciding that a good window display indicates a "live" store, where one may expect good service. It is a good advertisement.

Many people before deciding just what they want to buy and where they want to buy it, proceed to look into the windows of their town stores. Especially is this the case with a buying class who do not have time to shop by daylight, but see the windows only at night. A well-dressed window works every minute, twenty-four hours a day, and as many days as it stays in. Good window displays are essential the year round, but with the exception of the Christmas season, there seems to be no time that they are watched more closely than in the spring and summer months. In many centres where holiday-makers go for their summer vacation, small towns adjacent to watering places, merchants can do much to stimulate sales by attractive window displays.

Dealers have an opportunity that should be taken advantage of, an opportunity to place before the eyes of prospective buyers, not a picture, but the real goods. It is well to keep in mind that in the window displays of the most progressive merchants, prices of everything are invariably shown.

EDITORIALS IN BRIEF FORM

YOUR customers care nothing about your troubles. Let them tell their hard luck stories. You do the listening.

* * *

A CUSTOMER who has to wait her turn at the counter rarely gets peevish when she knows she is going to get good service.

* * *

GIVE a thought to the future. There is always more profit in the customer who comes back. Look farther ahead than this afternoon.

* * *

HAVE a "Want Book" for the items your clerks find you need. Better to have many things set down in that book and found unnecessary than to have a few things left out that are needed.

Double Entry the Only Real System

Keeping a Record of the Class of Customers You Serve is Very Useful—Why Not Keep a Record of the Percentage of Orders Collected at Residences of Customers, Over the 'Phone or at the Counter?

By HENRY JOHNSON JR.

THE first academic institution to do anything of practical, tangible benefit for the retailer was Harvard University, through its Bureau of Business Research. The results of its work are getting better every year. For example, the first set of forms issued for use by grocers was a record of results of the year's business. Those forms were a great improvement on many then in use, mainly because of the suggestions contained in the questions, captions and column headings. But nobody could make use of them in practice unless he had some primary system whereby his daily records could be kept from which to transcribe the results annually on to the Harvard sheets.

The most important step in advance made by the Bureau was taken in 1917, when Form D, and Forms GM and GY, supplementing Bulletins 2 and 3, were published. For those forms constitute a very simple, but entirely intelligible, daily and monthly record whereby the small merchant can keep track of his business and know where he stands. This is a single entry plan of record keeping. It has no system of checks and balances, or rather, only a partial one. But its use will enable any small merchant to keep books and do it in the minimum of time, while he will know quite accurately from day to day what he is doing and where he stands.

Double Entry the Only Real System.

Now, everybody who knows about record keeping, knows that double entry is the only system which will yield accurate, reliable and sufficient data. But everybody also knows that a single entry system is better than no system. This system is the beginning—and a mighty important beginning to untold thousands of merchants is hereby made possible.

But there is a greater gain in sight. For the man who starts in to operate this present set of sheets—which will be bound conveniently in book form—and who continues to keep those records for a year or so, will then want to go further. He will find himself asking for information in greater detail all the time. Also he will get over his fear of books and the "trouble to keep them," which now he so greatly exaggerates. Then he will just naturally develop into double entry automatically. So if you have not as yet made a start, or if your present system does not yield adequate results, you should get in touch with Harvard and get on to the right track.

Moreover, every grocer should make it a business to report to the Bureau every

HENRY JOHNSON, JR.

year, using whatever forms it sends out as its latest style of investigation. It now has forms suitable for reports from chain grocers as well as individual operators. And these reports should be made by all grocers, not more for the sake of the general good than for their own. It is a wonderfully enlightening process for any grocer to set himself to the task of filling in these forms. Any number of the questions will set him thinking; and the man who thinks is already well started on the way to improvement.

What Class Do You Serve?

For example: "What class of customers predominates in your trade?" Do you know? Ever stop to think seriously? "Do you keep a record of the sales of each person?" Well, why not? "Percentage of orders collected at residence of customers; received over the 'phone; at counter?" Do you know? One of the most useful and instructive things you could learn about your business would be just this thing.

By all means, keep in touch with the Bureau and return "Publications, GS" annually. All these and similar studies can lead you far into informative fields you do not suspect until you begin to dig. For instance, in the Saturday Evening Post a short time ago appeared the following—and it set me thinking pretty hard:

"What has price to do with the advertising and sale of anything? In every city there are three separate and distinct merchandising streets: One where price is the sole governing factor; the second where both price and quality influence the sale; and a third where style alone predominates. Each must first select a class of people to whom he will sell—and then remember that **no one concern can sell them all.**

"Too many of us underestimate the importance of concentrating our efforts upon that class to which our merchandise is intended to appeal.

"Again, let me repeat, price has nothing to do with it above a specified class. Here is a cake of a certain famous soap. How much have I paid for it? A few women might be able to answer, but if they had to spend a few cents more to get this same soap they would gladly do so. The fact is the article does not sell on price alone. The real salesman to-day **talks price last, not first.**"

The writer was talking about automobiles and the possible sales-fields. But what has he said that does not apply to groceries and grocery salesmanship? Not a thing!

Inspiration in a Good Fruit Sales Record

A Toronto grocer who was attracted by the Orange advertisement which related the experience of Frank Loftus, master grocer, of Lansing, Michigan, writes me this way:

December 12, 1919.

Dear Sir:—Sunday seems to be the only day I have leisure to do business of this nature—better the day, better the deed—so here goes. This is my first year in the grocer's trade and a mountain of difficulties is in front of me. But I am game, though quite lame from my experience in France.

I have been interested in Frank Loftus' record as shown in a recent ad. The figures certainly look large, but it also looks to me as though they have been reached by a lot of hard work and experience. It does not require much experience to know that fruit is a very healthful food. Having but very little capital to begin with, I must keep my eyes open to get the experience of those who are so willing to help men who are in need of advice.

I have only been five months in the business and within this last month I have sold nearly eight barrels of apples and some were not the stock I would like them to be; but they were better looking, or better arranged than my neighbor's, or something like that. I am as anxious for your advice as I am for better apples and better success.

I am, yours truly,

.....

This man has no need to feel discouraged over what he is accomplishing now, for he already has mastered two of the secrets of progressive merchandising—fine quality and skilful display.

(Continued on page 50)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The Retail Merchants' Association of Halifax is holding a Pure Food Show, from June 30 to July 10. It will be conducted on the same lines as the one held last year.

A meeting of the New Brunswick Wholesale Grocers' Guild was held on Thursday last at Loch Lomond, a suburb of St. John, N.B. Leaving the city about 2.30 p.m., the members motored to the lake and held a business meeting at Johnston's Hotel. J. F. Edgett, of Moncton, president of the guild, was in the chair, and there was a good attendance of members. Because of the fact that the Dominion Guild has disbanded it was decided that the New Brunswick Guild should also be disbanded, and the members thereupon formed a provincial branch of the Dominion Wholesale Grocers' Association. The old officers will continue to occupy their posts until the new association has been fully organized. At the close of the meeting the members indulged in an amusing game of baseball and then had dinner, whi was much enjoyed.

St. John, N.B., has been much upset during the last week by a strike of the milk producers in the neighboring county of Kings. It is virtually a strike in protest against daylight saving time in which the Retail Merchants' Association had such a prominent part in securing this year. A certain train has been in use for years by the farmers for bringing their milk to the city, and an hour's difference in its running time in the morning was the signal for objection by them to making delivery of milk. The matter is still unsettled. It has caused much inconvenience to grocers in the city having milk and dairy products for sale. A heavy increase in orders in condensed milk and similar milk preparations has been one result.

QUEBEC

Patenaude, Carignan & Co., Ltd., Montreal, has recently been organized with a capital of $2,500,000, of which $1,500,000 has already been subscribed and paid for, for the purpose of taking over the following companies: Patenaude-Carignan, Ltd, wholesale grocers, the French Wine Company, Ltd., wine factory, and Le Berger Ltd., manufacturers of Italian pastes, and who are offering a half million dollars of preferred stock in the new organization.

The Canadian Manufacturers' Association has taken advantage of the annual convention of the National Association of Manufacturers of the United States, to be held at Niagara Falls, N.Y., on July 7 next, to invite delegates at the convention to visit the cities of Hamilton Toronto and Montreal. The invitation has been accepted and the United States delegates will go to Hamilton and Toronto and thence to Montreal on Saturday, July 10.

ONTARIO

A. C. Gillet has commenced business in Belleville, Ont.

H. J. Vaughan, Hamilton, Ont., has disposed of his grocery business.

Peter Yates, Toronto, has sold his business to A. O. Phillips.

C. H. O'Brien, London, Ont., has sold out his grocery business.

E. G. Alexander, Montreal, has disposed of his business to G. H. Colmer.

G. A. Irwin, of Dunkin and Irwin, Cornwall, Ont., is reported dead.

Miss L. C. Dow, Mitchell, Ont., has sold her grocery business to Coppin and Son.

R. M. Cochrane has opened a store at Mimico Beach, Ont.

Thomas Doherty, tea and coffee merchant of Hamilton, Ont., is dead.

Mrs. Kennedy has started business in a store at Stop 35, Lake Shore Road, Toronto.

Mrs. Powell has opened a modern store at Stop 32½ Lake Shore Road, Long Branch, Toronto.

Midland, Ont., tried daylight saving for a week and then reverted to standard time.

E. W. Jeffress, of E. W. Jeffress, Ltd., Walkerville, Ont., left last week on a business trip through Western Canada to the coast.

An eastern Ontario grocer was recently fined $50 and costs for selling oleomargarine, without a proper wrapper, stating it was the margarine.

A. N. Payne, head engineer of the Willard Chocolate Co., Toronto, was presented with a handsome cabinet of silver by the staff, on the occasion of his marriage.

Thomas A. Lawlor, Singhampton, Ont., who conducted a general store there, is moving at the expiration of his lease (July 8) and will open in a new location, the announcement of which will be made later.

Windsor, June 16.—The directors of the Windsor Co-operative Society have announced that the first of a chain of stores will be opened here August 1. Already contracts have been signed with growers of vegetables and fruits to supply the society with unlimited quantities for retail to members of the organization at prices from 10 to 15 per cent. lower than present quotations.

Sixty students from the various rural schools in the county of Wenworth, Ont., visited the Armour plant at Hamilton the other day, and as guests of the company were taken through the entire plant in groups, witnessing the various ways that the hogs and cattle are killed, and then prepared for the market. Each group was accompanied by an official of the company, who eplained the methods used in preparing the bacon and beef for the markets. The students also partook of a fine banquet provided by the company.

The death of Richard B. Horne, vice-president of the Harry Horne Company, Ltd., Toronto, occurred at his residence, 260½ Dufferin Street, Toronto, last week, in his 52nd year. He was born in the township of Osborne, where he resided for many years, and in moving to Toronto, some fifteen years ago, entered business with his sons, in which business he has been actively engaged until a few months ago. He leaves a wife and three sons, Wilbert, Harry and Rufus, and one daughter, Clara, to mourn his loss.

The retail grocers of Kingston are planning a monster picnic. The grocers recently met and formed a strong organization, and the proposed picnic is to be their first organized effort. The new officers of the association are: President, C. R. McLeod; vice-president, J. R. Henderson; secretary, J. Cullen; treasurer, J. Gordon; executive, S. Caverley, Stewart Crawford, H. B. Baker, J. E. Hopkinson, and H. M. Stover.

These Articles Are Subject to Sales Tax

Shredded Wheat, Nut Bars, Baking Powder and Soaps Are Not Exempt

Editor Canadian Grocer, 143 University Avenue, Toronto, Ont.

Gentlemen:—

Will you be so good as to inform us whether the following items are exempt from the tax, which commenced on June 17, a.m., viz., shredded wheat, canned goods, catsup, chocolate nut bars, baking powder soaps?

Thanking you in anticipation, Yours truly, A. Many, general merchant.

Answer:—The one per cent, sales tax applies to shredded wheat, chocolate nut bars, baking powder and soap, and is put on by the manufacturer and wholesaler, and not the retailer. Canned goods and catsup are exempt from this sales tax, and the luxury tax on confectionery does not apply to chocolate nut bars.

NEWS FROM WESTERN CANADA

WESTERN

J. E. Cullen, of Calgary, has opened a grocery business.

C. M. Johnson has started a grocery business at Calgary.

Ben Levine has opened a grocery business in Winnipeg.

William Clelland has started a grocery store in Calgary.

E. A. Ramsey, of Dauphin, Man., has been succeeded by Ramsey's, Ltd.

The Westlock Groceteria of Edmonton, Alta., has been succeeded by F. D. Armitage.

A. L. Curtis has recently purchased the grocery store of Frank Cariss of Brookdale, Man.

A. A. Brewer has recently taken over the grocery business of R. L. Skinner of Dauphin, Man.

After two days' trial of daylight saving the City of Victoria, B.C., reverted to standard time.

A. B. Jarnason has opened a general store at corner Main and Superior Streets, Selkirk, Manitoba.

Scott-Bathgate Co., Ltd., have reeived the agency for Smith Bros.' cough drops for Western Canada

T. Marcoux, of Aubigny, Alta., has just bought the general store business formerly conducted by J. Cullen.

D. J. Demars has taken over the general store of the Farmers' Supply and Trading Co. of New Sarepta, Alta.

J. Mastewyak has just purchased the grocery and butcher business formerly conducted by H. Hardring, Winnipeg.

C. F. Roland, manager of the Coca Cola Co., Winnipeg, is on an extended business trip to the Western provinces.

J. T. Cox, Western manager of the Carter-Macey Co. of Canada, Ltd., left on an extended business trip to the coast.

The Saskatoon Co-operative Society is applying for a charter and plans to establish a chain of grocery stores in the city.

The Standard Canning Co., of Stavenger, Norway, are now placing on this market Norwegian Brisling sardines packed in pure olive oil. They are the N. B. brand and will be handled by Mason & Hickey.

C. C. Herald, of the Herald Brokerage Co., Winnipeg, is on a business trip through the Western Provinces. He reports that crops are looking very satisfactory with the exception of Southern Alberta This firm has just secured the agency for the Gold Standard Lead and Paint Works, Winnipeg, and also for the North Star Anti-Freeze Co., of Winnipeg.

MUSTN'T SELL GREEN BANANAS

Kingston, Jamaica.—To prevent the shipment of immature bananas to Great Britain and the United States, the Government has initiated legislation making such shipments an offence punishable by a heavy fine.

The banana war has tempted the growers to sell green fruit, which practice the Government is endeavoring to discourage.

Retirement of Pioneer Grocer in Vancouver

Vancouver.—(Special.)—F. W. Welsh, one of the pioneer grocers of Vancouver, advises Canadian Grocer that he has sold out his interests in the "London Grocery." Mr. Welsh has often been quoted in Canadian Grocer and many of his merchandising ideas have been passed along to our readers. By a thorough knowledge of grocery lines, and a system of intensive and intelligent merchandising, we venture the opinion that Mr. Welsh has built up during the last 29 years one of the most profitable businesses in Vancouver. Mr. Welsh always lays great emphasis on the value of a window properly used. His windows literally sell carloads of staple and fancy lines in the course of a year. He maintains that a good location is worth the extra rent, and the window should be made to pay it.

F. W. WELSH,
Of Vancouver, B.C., who after 29 years in the grocery trade announces his retirement.

The business will be conducted by another merchant who is known to the Western trade—Benjamin Shore, of Leduc, Alberta. Mr. Shore was in the grocery business in Leduc for eight years.

W. E. Swans, who calls on the Alberta trade for the W. H. Malkin Co., Ltd., Vancouver, is a visitor in Vancouver this week. We are told that a very healthy spirit of optimism prevails in Alberta due to the flourishing condition of the crops.

Frank McIntyre has been forced, by poor health, to relinquish his post at the buying desk of W. H. Malkin & Co., Vancouver, and goes to California where he finds the climate beneficial to him. The best wishes of his many friends will follow him there.

A REASONABLE PERCENTAGE

A train in Arizona was boarded by robbers who ordered the hapless passengers to deliver up all their possessions. One of the latter, however, happened to be a Jew, hailing from New York. When his turn came to deliver the goods he reluctantly took $200 from his pocket and taking $4 from the roll he placed the latter in his vest pocket.

"What do you mean by that?" demanded the robber, as he flourished his revolver.

"Mine friendt," answered the Jew, "you surely would not refuse me 2 per cent. discount on a cash transaction like this."

Rosenberg—You vas a liar and a scoundrel! Do you hear dot?

Einstein—I hear you already, and I dinks you vas talking to yourself.

An optimistic Colorado farmer, on seeing some clouds floating by, remarked, "Well, I guess we are going to have some rain.' '

"Aw!" said his pessimistic neighbor, an ex-railroad man, "those are just empties coming back from Iowa."

New Goods

A NEW BEVERAGE

"Bubbles" is a new soft drink manufactured by York Beverages Ltd., 46 Colborne Street, Toronto. This is a new firm recently incorporated. Austin T. Crowther, president and general manager; T. W. Young, superintendent and chief chemist. Bubbles is put up in pint bottles for the trade, also in syrup form for soda fountain purposes. This firm also manufactures ginger ale, cream soda, lemon sour, etc.

How Are You Handling Peanut Butter?

Manufacturer Points to Cases Where Retailers Are Losing Money—Large Tins Being Returned With Peanut Butter Sticking to Sides

Vancouver.—(Special.)—In an interview with Mr. Merrithew, manager of the Canada Nut Co., Ltd., Vancouver, he stated that the handling of peanut butter in bulk was fast falling into disfavor. "Apart from the inconvenience occasioned a clerk by the handling and weighing out of such a commodity, requiring frequent washing, there is the feature of waste which I believe is even greater than realized by most merchants. Some time ago it was our practice to permit the trade in Vancouver to return to us the 15-pound tins in which they received their peanut butter for bulk sale. Noticing one batch of returned cans I had them cleaned and the 'Remains' in each weighed. I found that in all the cans there were several ounces of peanut butter returned with the tin, and in some cases as much as a half pound. Now a half-pound waste on a 15-pound can is too much. Frankly I doubt very much if the majority of dealers get paid for 15 pounds of peanut butter out of a 15-pound tin. Then again, in few cases have the open tins of peanut butter that I have seen in the stores looked attractive or conducive to sales. In many cases there is dried peanut butter around the top of the tin, and around the sides. If kept mixed this will not occur, of course, but often the peanut butter is not mixed and the first orders ladled out are excessive in oil and the last of the can is too dry. In the smaller one and five-pound sealed tins this trouble is avoided as the customer gets both the first and the last of the tin.

"Recently I tried the experiment of packing the large tins upside down in the cases. In this way the oil would find its way to the actual bottom of the tin in the wholesaler's warehouse, and on being put right side up on the grocers' shelves would work up towards the top, thus making a pretty even consistency when opened by the consumer. This should work out all right, although to date I have received notification from pretty nearly every wholesaler on the prairie that our shipper is acting in a queer way for a dry country."

Unfairly Listed Among Profiteers

Mrs. Bertha Thompson, Simcoe, Ont., Appeals to Member of Parliament in Complaint Against Board of Commerce

Mrs. Bertha Thompson, who conducts a small grocery store at Simcoe, Ont., has appealed to W. A. Charlton, member for Norfolk, protesting against what she declares is an unfair report that has been circulated by the Board of Commerce.

In her letter to Mr. Charlton the storekeeper states that, in a list of "sugar profiteers" circulated by the Board of Commerce, her name is included as having bought granulated sugar at 21 cents per pound and sold it at 25 cents.

Mrs. Thompson further states that she had no granulated sugar on her May form, and never in her life had sold granulated sugar at 25 cents per pound. The sugar mentioned on the May form, from which mention the charge of profiteering arose, was "Paris lump."

Setting forth the hardships of the small storekeepers, who have not the facilities for bookkeeping, etc., the woman stated to the board: "I have no bookkeeper and do not keep books even satisfactory to myself, but I do the best I can. I have a small store and do all the work alone—buy, sell, unpack, clerk, etc.—and these forms are a real worry to me. I hope some day soon we won't have to make them out monthly or yearly."

SALVATION ARMY GETS SUGAR CHEQUE

One of the results of the activities of the Board of Commerce is that the Salvation Army got a cheque for $275. A sugar broker in Montreal sent this amount to a broker in Ottawa as commission on the sale of two cars of sugar. The Ottawa man decided that he was not justified in accepting it because he was agent for a refinery here. He sent his cheque for the amount back to the donor, who remailed it. The cheque travelled back and forth and finally found its way into the evidence submitted at a Board of Commerce inquiry. "Let's give it to the Salvation Army," said Commissioner O'Connor. The brokers agreed, and it was done.

More Merchants Voice Their Protests

Canadian Grocer Receives Additional Letters from Merchants Expressing Their Opposition to the Order of the Board of Commerce, Asking for Monthly Statements.

FOLLOWING the article in last week's issue, Canadian Grocer has received many more letters from merchants voicing their protests against the order of the Board of Commerce to send in monthly reports. These merchants are all of the same opinion in stating that to fill out these reports would entail extra work and more help, which would tend toward increasing the cost of living. The following are some of the opinions in regard to the same:

H. Boyd Young, Fort Simpson, B.C.—"It is impossible for the small tradesman, who is both clerk and bookkeeper, to find time to keep these records and fill out the report without greatly adding to his already heavy overtime. I do not think it will be of any benefit to the grocery trade, and I doubt very much whether it will encourage the retailer to know more about his business. The general public generally considers the grocer a profiteer, simply because they never take into consideration the grocer's overhead expense."

John Yantx, Breslau, Ontario.—"To fill out this report will necessitate the hiring of an extra hand, which few grocers can afford to do for such work. The general public is not under the impression that the grocers are profiteers, because they know what we pay for goods just as well as we do. I cannot understand what the Board wants this report for. It will only make more work for the grocer and will be of benefit to no one."

Increases Living Costs

A. M. Rotchie, Lethbridge, Alta.—"The filling of these reports will serve no useful purpose. It is too inconvenient, entailing extra help, making still higher the cost of living."

Bellachy, Laidlaw & Co., Paisley, Ont.—"I cannot see any possible good to be received from this work. It will not help the grocer, nor will it help to explain to the general public that the retail grocer is not a profiteer."

O. R. MacInnes, Gravenhurst, Ontario.—"I do not think it will be of any benefit to either the public or the grocer. Just more work for the grocer, that is all."

W. G. Cockburn, Woodstock, Ontario.—"I cannot see how it will benefit anyone. It will make extra work for the grocer and he will have to hire extra help to get the work done."

J. E. Kennedy, Canning, N.S.—"The public has not placed the blame for the high cost of living on the retail grocer. They apparently know that the grocer's profits are very small, and these reports will be of absolutely no use to anyone. It may serve to draw the attention of the public from the real profiteers."

D. A. Scott, Shelburne, Ontario.—"I live in the country and run a general store. I have not the overhead expenses which the town or city merchant has. I do not see how some of them make it go, as a great number of articles we sell are not showing enough margin to give a profit. This order is simply another favor that the Board of Commerce is asking of the retail grocer without giving anything in return. I helped, indirectly, to put the Board in favor through the Government, which I now regret, because I think the retail grocers have enough grievances to bear."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets generally continue with a firm undertone. Business throughout the Dominion is very encouraging, although many wholesalers and retailers have adopted the hand-to-mouth buying policy. The sugar shortage is apparently past and supplies are now arriving freely.

MONTREAL—The produce market has this week strengthened up with several advances. Butter is up three cents a pound for creamery and dairy is a little dearer proportionately to the brand. Eggs are one cent per dozen dearer. Fresh salmon is a little cheaper. There is very little other change in the produce market. Vegetables are more plentiful this week and prices are easier. The price on flour is very strong and sugar is very firm at the advanced prices. The new jams are higher in price and canned fruits are scarce until the new supply arrives.

TORONTO—The markets for general grocery lines are firm with advances registered on raisins, prepared icings, custard powder, jelly powders and jams. Supplies of sugar are arriving freely and from now on sugar will probably be plentiful. One brand of corn flakes has advanced 35 cents per case. Corn meal and corn flour will be higher. The spice market is fairly quiet and will probably remain so until about the middle of August. Black peppers are steady; white peppers, ginger, red peppers and cream of tartar are scarce and firm. Lower grade teas took another tumble downward in primary markets during the past week. This will not affect this market. as very little of this grade of tea is consumed in Canada. High grade teas continue to rule firm and are very difficult to obtain. Rices continue with a strong undertone; high grades are scarce and quotations are firm. Shelled nuts are steady. New home-grown vegetables are arriving. Old potatoes are about cleared up. Oranges have advanced and the market is firm.

Cured meats are up one to three cents per pound. Cooked hams are higher and a scarcity noted. The cheese market is steady. Eggs are firm and higher. Spring chickens are lower.

WINNIPEG—Reports this week show that business has been very brisk. Sugar supplies are arriving a little more plentifully. Cane syrup advanced during the week. The bean market is very strong. Dried fruits are unchanged. Canned salmon will be much higher for the new pack. Importers who represent Stavanger Norwegian sardines are expecting quotations on the new pack. Spices remain steady. Jams and rices are firm. Shelled nuts are unsettled. Fine teas and coffees are ruling firm. Pancake and buckwheat flour has advanced, also pork and beans, English biscuits, candied peels and Clark's canned meats. New California fruits and vegetables are arriving daily.

QUEBEC MARKETS

MONTREAL, July 2.—The market is rather quiet this week with very few changes. The vegetable market is very well supplied this week with lower prices on beans, cucumbers, cabbage, lettuce. New potatoes are plentiful on the market but a higher price is expected shortly. Old potatoes are offered at five dollars a bag. There is a very strong market for dried fruits. A peculiar situation has developed in the price of flour since farina is dearer than flour. Sugar and molasses continue strong and rolled oats is firm at the advance price quoted last week. Canned fruit is scarce and it is expected that the prices will be high on the new supply when it arrives. Coffee, cocoa and spices remain firm.

Sugar Market Very Strong

Montreal.

SUGAR.—The sugar market continues very strong at the advanced prices given a week ago. The cane sugar is still demanding a very high price, and unless some release comes in the near future to these prices the sugar market may be even higher.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 50
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 30
Do., 25s	21 30
Cubes and Dice (asst. tea), 100-lb. boxes	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

Molasses Remains Firm

Montreal.

MOLASSES.—The market for molasses continues strong without a change as yet. It is expected, however, that with the high price of cane sugar, molasses is due for higher prices. There is no change in the price of corn syrup this week.

3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Package Rolled Oats Firm

Montreal.

PACKAGE GOODS.—With the increase in the price of rolled oats in bulk, there is a strong market for the package rolled oats. It is not expected, however, that an advanace will follow the price of package oats. According to the latest Government ruling on the tax, shredded wheat, corn flakes, cream of wheat, puffed rice and puffed wheat, all come under the sale tax of 1 per cent.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 15
Do. (6-lb. pack.), doz.	....	6 20
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

Walnuts Still Very Cheap

Montreal.

NUTS.—Walnuts continue to be offered at very low prices. Marbot walnuts are offered this week at 27 and 28 cents a pound. There is a very strong market for peanuts and with big demands.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Cornmeal May Be Easier

Montreal.

CEREALS.—The primary market for corn cereal is slightly easier this week, but it does not affect the wholesale market. It is interesting to note that the price of farina is higher at the present than is the price of flour. Oatmeal and rolled oats continue firm at the advanced prices quoted last week.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	....	7 25
Rolled Oats (bulk), 90s	....	6 50

Shortage of Canned Fruit

Montreal.

CANNED GOODS.—Following an advance in the price of some canned goods last week the market remained firm with no change in prices this week. The wholesalers in Montreal have found a severe shortage in canned peas and in some lines of canned fruit. It is hoped, however, that this will be rectified before long as the new crops of fruit reach the market.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Tea Market Remains Firm

Montreal.

TEA.—The price of tea continues strong at the high quotations. The new crop of early Japan tea is being marketed at a high price, but continues to hold strong. There are no reports as yet on the second crop. Ceylon and Indian tea are quiet and the larger markets are a little easier in price.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee and Cocoa Steady

Montreal.

COFFEE AND COCOA.—The market for coffee and cocoa remains unchanged, but the quotations are very firm. Cocoa in particular is strong since there has been a number of advances in the price of imported cocoas.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52

Rice Market Quiet

Montreal.

RICE.—The primary market for rice seems to be a little easier but there is no change in the prices to the trade. The market is rather quiet.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell rice, fine	....	17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Are Unchanged

Montreal.

SPICES.—The market remains firm this week for spices. There is no change in the prices.

Allspice	....	0 22
Cassia (pure)	0 33	0 35

Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 30	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

Axle Grease Dearer

Montreal.

MISCELLANEOUS.—There has been an advance of 45 cents and 70 cents per case on the two sizes of Clark's tomato catsup. The small sizes offer at $2.90 a case and the large size at $3.80 per case. Axle grease has advanced 45 and 55 cents per case for the 1-pound tins, and 80 cents per case on the 3-pound tins. Some jelly powders have advanced 5 cents per dozen to $1.70. Strawberry jam has advanced to $1.60 each for the 4-pound jars.

Dried Fruits Are Firmer

Montreal.

DRIED FRUIT.—Although the market for dried fruits is rather quiet at this season the prices are strengthening and higher values may be looked for. The higher rate of sterling exchange is affecting these imported lines. Canadian Grocer is informed that when the new crop of raisins and currants are offered on the market next fall the prices will be much higher. The present stocks are all being bought up and a shortage may result before the summer season is over. Higher prices are also expected for prunes.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	4 75
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Much New Fruit on Market

Montreal.

FRUIT.—New fruit is arriving on the market daily. Plums, peaches and pears are prominent on the fruit market. A very good supply of canteloupes are on the market offered at $3 per case of 15 and $8 for the 45 size. Watermelons are a little cheaper.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 25

Lower Prices on Vegetables

Montreal.

VEGETABLES. — The market for vegetables seems a little easier this week. The weather has been splendid in this section for the production of garden produce and the prospects are for lower prices later on. New beans, cucumbers, cabbages and lettuce are lower in price this week. So far there is no change in the price of potatoes, which are much lower than they have been. Old potatoes are offered at $5 now, but there has been an advance in the price of new potatoes in the United States which it appears will cause an advance of about $1 per barrel in this country. The prospect for the crop of home-grown potatoes is very good.

Beans, wax, per hamper	....	6 00
Beans, new string (imported)		
Do., new string (imp.) hamper	....	6 00
Cucumbers, hamper	....	5 50
Chicory, doz.	....	0 50
Cabbage, crate	....	8 00
Carrots, bag	....	3 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 00
Do., New Brunswick	....	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Tomatoes (Florida), crate	....	10 00
Wash. Celery	....	2 50
New potatoes, No. 1, per barrel	....	15 00
Do., No. 2, per barrel	....	9 00
Mississippi Flat Tomatoes	....	2 50

Peculiar Flour Situation

Montreal.

FLOUR. — A peculiar situation has arisen in the price of flour. The Canadian Wheat Board are controlling the price at the present time, but it will be noted that the price of farina is higher than the price of flour. This would indicate that the quotations on flour are very strong at the present time. Flour, however, is offered in Minneapolis to-day at $1 a barrel lower. This may or may not affect the price of flour in Canada.

Spring Wheat Flour	....	14 85
Winter Wheat Flour	....	14 00
Blended Flour	....	14 20
Graham Flour	....	14 85
Whole Wheat Flour	....	14 85
Corn Meal Flour	....	12 20

Hay and Grain Unchanged

Montreal.

HAY AND GRAIN.—There is no change in the price of hay or grain this week. The prospects for the new crop are very good in this province, and lower prices later on in the summer will no doubt be in effect.

ONTARIO MARKETS

TORONTO, July 2.—The markets for general grocery lines are firm with advances on raisins, prepared icings, custard powder and jelly powder. Sugar is arriving more freely. One brand of corn flakes have advanced 35 cents per case. Corn meal and corn flour will be advanced around 40 cents per bag. The spice market is quiet. Wagstaffes' jams are higher. Geo. Washington coffee is reduced. Nuts are steady.

Sugar is Plentiful

Toronto.

SUGAR.—Supplies of sugar are now arriving freely and there is every indication that the shortage is past for some time. The market continues firm.

St. Lawrence, extra granulated, cwt.	21	21
Atlantic, extra granulated	21	21
Acadia Sugar Refinery, extra granulated	21	21
Dom. Sugar Refinery, extra granulated	21	21
Canada Sugar Refinery, granulated	21	21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c;

gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Strong

Toronto.

SYRUPS.—There is a good demand for corn syrups, and tendency is for higher prices in view of the higher cost of corn.

MOLASSES.—This market is ruling firm at steady quotations.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Corn Flakes Are Higher

Toronto.

PACKAGE GOODS. — Package oatmeal and cornmeal will be higher in the next week due to the higher cost of oats and corn. Kellogg's corn flakes (London) has advanced to $4.25 per case. Shredded wheat is now $4.95 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Corn Meal to Be Higher

Toronto.

CEREALS.—Some manufacturers are quoting rolled oats at $6.40 per bag, but there are jobbers who quote at $6.00 per bag. This will only be until stocks in jobbers' hands are reduced and prices will then have to be advanced. Corn flour will be advanced next week 40 cents per bag and corn meal will also advance 25 to 40 cents per bag.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Spice Market Quiet

Toronto.

SPICES.—The spice market is fairly quiet and is expected to remain so until about the middle of August. Black peppers are steady, white peppers, ginger, red peppers and cream of tartar are scarce and firm.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

Quality Teas Scarce

Toronto.

TEAS. — Lower grade teas took another tumble downward in primary markets during this past week. This will hardly affect this market, as very little of this grade of tea is consumed in Canada. High grades continue to rule at firm figures and are very difficult to obtain.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees in Quiet Demand

Toronto.

COFFEE.—This market is ruling firm under a quiet demand. Quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Jams Are Higher

Toronto.

CANNED GOODS. — There is no change in canned goods. Quotations are steady.

JAMS.—Wagstaffes' jams, jellies and marmalade have advanced as follows: No. 1, tins, 15 cents dozen; No. 2, tins, 30 cents per dozen; No. 4, tins, 5 cents each; No. 7, tins, 9 cents each; 80-pound tins are up one cent per pound; 16-ounce jars, 15 cents per dozen; 12-ounce jars, 10 cents per dozen; 22-ounce jars, 20 cents per dozen; 28-ounce jars, 25 cents per dozen; St. Williams, No. 4 tins, crabapple jelly has advanced to $1.25.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Rices Are Firm

Toronto.

RICE.—Rice continues with a strong undertone. High grade rices are scarce

and quotations are firm. Tapioca and sago are steady at 12 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Pakling	....	14 00

Package Coffee Down

Toronto.

PACKAGE COFFEE.—Geo. Washington coffee has been reduced as follows: Small size now quoted at $4.50 per doz.; medium, $8.85; large, $13.90; hotel, $4.20.

Raisins Are Higher

Toronto.

DRIED FRUITS.—Raisins have advanced one to three cents per pound and there is an indication that raisins will be scarce before the new crop arrives. Figs are cheap and can be bought at a variety of prices.

Evaporated apples	....	0 23
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	....	0 18
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

New Jam Prices

Toronto.

JAMS.—Quotations on new pack Old City strawberry jam to arrive are out on the 2-pound net glass jar of $10.60 per dozen.

Jelly Powder and Icings Up

Toronto.

MISCELLANEOUS. — Bird's blanc mange is up to $2.25 per dozen. Pure Gold jelly powder has advanced to $1.70 per dozen, or $1.65 in gross lots. Pure Gold icings have advanced to $2.35 per dozen.

Shelled Nuts Steady

Toronto.

NUTS.—The market for nuts is fairly steady and shelled Bordeaux walnuts are quoted at 60 cents per pound Shelled almonds are 63 to 65 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Flour is Steady

Toronto.

FLOUR.—The flour market is steady with every indication of remaining so for some time. Quotations are unchanged.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

New Vegetables Arrive

Toronto.

VEGETABLES. — New home-grown vegetables are arriving. Cabbage is quoted at $8.00 per large crate; green peas are $1.50 per basket; wax beans are $5.50 per hamper; hothouse tomatoes are 35 to 40 cents per pound; old potatoes are about cleaned up.

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	....	8 00
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Cucumbers, Carolina, hamper	....	5 50
Do., per 11-qt. basket	....	3 50
New Carrots, hampers	....	3 50
Asparagus, per basket	2 50	3 25
New Beets, dozen bunches	....	1 00
Wax Beans, home grown, hamper	....	5 50
Spinach, bush. box	....	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	....	2 50
New Potatoes, Carolina—		
No. 1, per barrel	....	14 50
No. 2, per barrel	....	10 00
Tomatoes, 4-bkt. crate	....	2 90
Do., Texas, 6-bkt. crate	....	7 00
Do., hothouse, per lb.	0 35	0 40
Green Peas, basket	....	1 50

Oranges Are Higher

Toronto.

FRUITS.—Valencia oranges have advanced 25 cents per case. Strawberries are arriving freely and quotations are changed daily. Boxed apples are down to $4.50 per box. Georgia peaches are arriving and quoted at $5.00 per crate. Watermelons are down 25 cents each.

Oranges, Valencias—		
80s, 96s	....	6 75
126s	....	7 75
150s	....	8 00
176s, 200s, 216s, 250s	7 75	8 25
Bananas, Port Limons	....	0 10½
Lemons, Cal., 300s, 360s	....	6 00
Do., Messinas, 300s	....	6 00
Do., Verdillis	....	6 00
Grapefruit, Cuban—		
64s, 80s, 96s	4 25	5 50
Grapefruit, California Seedless —		
48s	....	3 50
64s, 70s, 80s, 96s, 126s	4 00	4 50
Boxed apples, all sizes	....	4 50
Strawberries, quarts	....	0 20
California cherries, box of 8 lbs.	....	....
Watermelons, 26-lb. aver., each	....	1 25
Cal. Canteloupes, case, 45s	....	7 75
Georgia Peaches, 6-bskt. crates	....	5 00
Apricots, Cal., box	....	4 00
Plums, Cal., box	....	4 50

Maple Flavor Advances

Toronto.

EXTRACTS.—Crescent Mapleine has advanced. Quotations are now as follows: One ounce bottles, $3 per dozen; 2-ounce, $5.10; 4-ounce, $9.50; 8-ounce, $18.25; pints, $32.35; quarts, $60.60; half gallons, $9.75 each; gallons, $18.80 each.

WINNIPEG MARKETS

WINNIPEG, July 2.—Reports this week show that business has been very brisk. Sugar supplies are arriving a little more plentifully. Cane syrup advanced during the week. The bean market is very strong, while the dried fruit market remains unchanged. Canned salmon will be very much higher for the new pack and importing firms who represent Stavenger Norwegian sardines are expecting prices on the new pack. Spices remain steady with jams and rices remaining firm. Shelled nut market is in an unsettled condition, while fine grades of tea and coffees are ruling very firm. New California fruits and vegetables are arriving daily.

Sugar Supplies Plentiful

Winnipeg.

SUGAR.—Sugar supplies are more plentiful, and raw material on the New York market continues firm, and from indications we may reasonably look for higher prices in Winnipeg within the next few weeks.

Redpath, granulated, 100-lb. bag.	....	22 05
St. Lawrence granulated, 100-lb. bag	....	22 05
Atlantic, granulated, 100-lb. bag.	....	22 05
Dominion, granulated, 100-lb. bag	....	22 05
Acadia, granulated, 100-lb. bag.	....	22 15
Yellow Sugar, No. 2, 100-lb. bags	21 55	21 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	22 60
Icing Sugar, 50-lb. boxes, per cwt.	....	22 70
Lump Sugar, soft, 100-lb. boxes.	....	22 80
Do., hard, 100-lb. boxes, per box	....	23 00
Cubes, 100-lb. boxes, per box	....	22 70

Cane Syrup is Higher

Winnipeg.

SYRUPS.—Cane syrup advanced this week, and supplies are now arriving a little better. Corn syrup and molasses remain firm, with every indication for higher prices.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	9 40
5-lb. tins, 1 doz. in case	....	11 25
10-lb. tins, ½ doz. in case	....	10 75
20-lb. tins, ¼ doz. in case	....	10 50
CORN SYRUP—		
in case	....	7 60
Cases, 5 lb. tins, white, 1 doz. in case	....	8 70
Cases, 10 lb. tins, white, ½ doz. in case	....	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 45

Cases, 2 lb. tins, yellow, 2 doz.		
in case	....	7 00
in case	....	7 85
Cases, 20 lb. tins, yellow, ¼ doz.		
in case	....	7 85
Cases, 5 lb. tins, yellow, 1 doz.		
in case	....	8 10
Cases, 10 lb. tins, yellow, ½ doz.		
Cases, 2 lb. tins, white, 2 doz.		
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of	10 per	cent.
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Are Firm

Winnipeg.

STARCHES.—There is no change in quotations for starches. The market is firm, with indications for higher prices.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12½
Do., No. 1 quality, 1-lb. pkgs.	....	0 14
Gloss, 1-lb. pkg., per lb.	....	0 14¾
Celluloid, 1-lb. pkg., per case	....	5 65

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS.—The market for dried fruits, at this particular time of the year, is not very brisk. Prices remain unchanged.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 20
Currants, 90-lb., per lb.	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb.	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 28

Bean Market Strong

Winnipeg.

CEREALS.—The bean market shows great strength, and further advances may be looked for. There is a noted scarcity of barley. Breakfast cereals show every indication of an increase, due mostly to the high prices now being offered for grains.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case.	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	6 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag	....	1 56
Do., 10-8s, per bale	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag	....	8 60
Do., 16-6s, per bale	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Salmon to Be Higher

Winnipeg.

CANNED GOODS.—Salmon will be higher for new pack. The new price will be about $3.00 per case higher than at last year's opening. Importers who represent the Stavanger Norwegian Sardines are expecting prices on the new pack Norwegian Brisling sardines.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	4 00
Do., ½s, 4 doz. case, doz.	....	7 50
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case	....	18 50
Do., ½s, flat, 8 doz. in case	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case	....	....

CANNED VEGETABLES

		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Spinach, 2½s, 2 doz case	....	5 70
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Do., 2s, 2 doz. case	....	3 50

Pancake Flour Higher

Winnipeg.

MISCELLANEOUS.—Aunt Jemima's Pancake and Buckwheat Flour has advanced 25 cents per case.

Van Camp's pork and beans have advanced.

Peak, Frean and Co.'s biscuits have advanced.

Candied peel has advanced from 10 to 20 per cent. over last year's opening price.

Several articles of Clark's goods have advanced. Clark's all loaves (halves) from $2.45 to $3.10; (ones) from $4.45 to $5.25. Geneva and Cambridge sausage (ones) from $4.45 to $5.85, and (twos) from $8.75 to $11.65. Jellied veal (halves) from $3.35 to $3.70 per dozen, (ones) $4.80 to $5.25. Army rations and boiled dinners (ones) $2.90 to $3.15, (twos) $5.35 to $6.25.

Rice Market Firm

Winnipeg.

RICE.—Rice remains unchanged. The sago and tapioca market has been a little easier, but so far no immediate price changes have taken place.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 18
Do., 50-lb. sacks, lb.	....	0 18½
Siam, Elephant, 100-lb. bags	....	0 15½
Do., 50-lb. bags, lb.	....	0 15¼
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Black Pepper Has Steadied

Winnipeg.

SPICES.—The primary market for spices show that black pepper is steady with white pepper in good demand. Red peppers are very scarce and almost impossible to obtain. Cloves and pimento are steady, with stocks limited. Cassia is slightly easier, with nutmegs very scarce. This does not as yet affect the local market. Quotations remain unchanged.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	0 90
Do., bulk, No. 1, per lb.	....	0 25
Do., No. 2, per lb.	....	0 22

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50

Do., No. 1, 2 oz. cartons		1 25
Do., No. 1, 4 oz. cartons		1 85
Pastry spice, No. 1, bulk, per lb.		0 40
Do., No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 80
Pickling spice, No. 1, bulk, per lb.		0 38
White Pepper, No. 1, bulk, per lb.		0 49
Do., No. 2, Singapore, per lb.		0 47
Black pepper, No. 1, bulk, per lb.		0 35
White pepper, No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 95
Black pepper, No. 1, 2 oz. cartons		0 95
Do., No. 1, 4 oz. cartons		1 60

Jams to Be Higher

Winnipeg.

JAMS.—Jams remain firm, and merchants are taking the advantages offered them and are buying freely. No new prices on jams have as yet been named.

Jams, Pure—	Per tin	
Strawberry, 4s, 12 tins to case	1 20	1 35
Raspberry, 4s, 12 tins to case	1 12	1 20
Black Currant, 4s, 12 tins to case	1 12	1 20
Blended—	**Per tin**	
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Shelled Nuts Unsettled

Winnipeg.

NUTS.—The shelled nut market is in an unsettled condition. Importers find it almost impossible to quote any definite prices, mostly on account of the position of foreign exchange. Shelled almond market is excited. Recent reports from France show that Bordeaux walnuts are showing better quality than shipments received during the war, being partially due to the improved labor conditions.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.		0 24½
Pecans, per lb.		1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.		0 25
Almonds, per lb.		0 35
Filberts, per lb.		0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.		0 32

Fine Teas Are Firm

Winnipeg.

TEA.—There has been an enormous quantity of poor, low grade tea on the primary market at a remarkably low figure, and while very little of this poor grade of tea is consumed in Canada, latest quotations from Colombo show that this market has increased from 1½ to 3c a lb. Fine grade teas, for which the Canadian public has shown a decided preference, are very firm and indications point that lower prices cannot be expected on the better grades.

INDIA AND CEYLON—		
Pekoe Souchongs, best quality	0 48	0 50
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality	0 52	0 60
Broken Orange Pekoe, best qlty.	0 58	0 68
Japan, best quality	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Firm

Winnipeg.

COFFEE.—The coffee market is very firm, due to the persistent rumors that the crop has been partly frost touched.

COFFEES—	
Santos, roasted, best grade	0 45
Bourbon, roasted, best grade	0 46
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade	0 56

New Fruits Arriving

Montreal.

FRUIT.—New California fruits, such as apricots, peaches, plums and canteloupes, are arriving daily. The demand is far greater than the supply. Washington Bingo cherries are expected in the course of a few days. Oranges and bananas are exceptionally scarce and prices continue high. Gordon Head strawberries are due to arrive any day.

FRUITS—		
Valencia Oranges, 100s		7 25
Do., 126s to 150s		8 00
Do., 176s to 200s		9 00
Do., 216s to 250s		9 00
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.		0 14
Washington apples, Winesaps, box		5 00
Cherries, 10-lb. boxes, Royal Ann		4 50
Do., Bingos		5 00
Strawberries, 24 pts.	8 00	9 00
Peaches, Cal., case		3 75
Plums, per case	5 00	5 50
Canteloupe, Stand., 45s, per case		10 00
Do., flats, 12s to 15s, per case.		4 00
Watermelon, per lb.		0 10
Cocoanuts, per doz.		1 75
Dates, 36 pkgs. to case		7 25
Figs, per case		4 00
Do., 10-lb. boxes		3 50
Grape Fruit, Cal., 96s, 100s, 126s, per case		6 50

Vegetables Arriving

Winnipeg.

VEGETABLES.—Trade in the vegetable business has been very steady. New California carrots, beets, turnips and head lettuce are arriving daily. There is a good supply of home-grown rhubarb on the market and is being offered at 2½c to 3c a lb. Domestic lettuce and radishes are now appearing on the market.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	3 50	4 00
Carrots, per cwt.		5 00
New carrots, per lb.		0 07
Texas onions, per bushel		5 00
Cabbage, per lb.		0 06
Tomatoes, per case		4 50
Fresh rhubarb, per lb.	0 02½	0 03
Head Lettuce, per case		
Do., per dozen		1 75
Leaf Lettuce, dozen		0 65
Radishes, per dozen		0 65
Green onions, per dozen		0 60
Asparagus, per case		3 50
Cucumbers, per doz.		3 50
Potatoes, new, lb.		0 15
Do., sacks		14 00
Spinach, per case		2 50
Beets, new., Cal., per lb.		0 07
Turnips, new, Cal., per lb.		0 07

VANCOUVER MARKETS

Sugar Unsatisfactory

Vancouver.

SUGAR.—Sugar is selling wholesale at 21 and retail at 23 cents, a margin entirely unsatisfactory to the retail trade. As one retailer put it: "That man O'Connor with practically his last official gasp takes another slash at the retailer. At the grocers' section of the Retail Merchants' Association which met last Tuesday, a newspaper item to the effect that some Montreal retailers were charging from 25 to 30 cents per pound for sugar and paying the same wholesale as here, was discussed.

Local Syrup Up

Vancouver.

SYRUPS.—Syrups manufactured locally have been advanced from 85 cents to $1 a case.

Hawaiian Pines Quoted

Vancouver.

CANNED GOODS.—New crop canned Hawaiian pineapple is being sold on a basis of $4.50 for the best quality 2s, August and September shipment.

Rolled Oats Higher

Vancouver.

CEREALS.—An advance is announced on rolled oats of 20 cents per bale, and also on oatmeal of 50 cents per bale.

Cocoanut Easier

Vancouver.

COCOANUT.—Some recent shipments of Ceylon cocoanut are selling for less money. Prices of 25 to 27 cents are named for fine and medium.

Paper and Milk Up

Vancouver.

MISCELLANEOUS.—An advance is noted recently in sweetened milk of 50 cents per case. Several advances have been noted recently on various kinds of paper and the end is not yet.

Rice Market Easy

Vancouver.

RICE.—Both Chinese and Japanese rices are ruling easier; no prices are given as the market.

Salt Now Ample

Vancouver.

SALT.—We are informed that there is now an ample supply of salt for every purpose; the shortage of some weeks back having apparently been overtaken.

Tomatoes Arrive Freely

Vancouver.

TOMATOES.—The larger hothouses are now shipping tomatoes, and the quality is excellent. The price holds firm at $6, and there seems to be no reason to expect them to be lower. Tomatoes have been boosted $1 each year for the last six years. For several weeks this year the price of hothouse tomatoes in 20-pound rates held at $12.

Strawberries Plentiful

Vancouver.

FRUIT.—Local berries of good quality are arriving in satisfactory quantities and selling from $4.50 to $5. Asked what the price would drop to, one wholesaler stated that there might be some surprises. While many tons of berries have been contracted for by the canners at about 21 cents per pound, the canners will use but a small fraction of the berries grown. Raspberries are expected to be on the Vancouver market about July 10.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., July 2.—Wholesale grocery market in Halifax is steady, but retailers report comparative dullness, due largely to the strike in Halifax shipyards, where almost two thousand men are out of work. One large grocery house reported last week that on this account their week's sales were the lowest for the week during the year. In sympathy with the advance in oats, rolled oats are up 50 cents per bag. Creamery butter is one cent higher. Potatoes have declined 50 cents per bag. Yellow eye beans have advanced 50 cents per bushel.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	5 25
Rolled Oats, per bag	....	7 25
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	21 10
Do., No. 1, yellow	....	20 60
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 48
Lard, pure, lb.	....	0 31
Lard, compound	....	0 29
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 42
Do., aver. 12-18 lbs.	....	0 42
Do., aver. 18-25 lbs.	....	0 40
Roll bacon	....	0 34
Butter, creamery, per lb.	0 58	0 59
Do., dairy, per lb.	....	0 52
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	9 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	6 00
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	....	0 10½
Oats, per bush.	....	1 64½

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 2.—There are few market changes this week. Business continues encouraging and collections are good. Most merchants, however, are buying from hand to mouth. Another increase is expected in sugar. Ordinary cornmeal has again advanced, now being quoted at $5.25. Chums salmon now selling at $7.50 per case. Eggs are firmer and from 2 to 4 cents a dozen higher. Breakfast bacon has declined about 2 cents per pound. A large crop of strawberries is expected.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	5 25
Rolled oats	....	14 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	21 10
No. 1 yellow,	....	20 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 50	0 54
Lard, pure, lb.	0 30	0 31
Lard, compound	0 28½	0 29½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 58	0 60
Do., dairy, per lb.	....	0 53
Do., tub	0 48	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	5 00	5 50
Do., Florida	8 00	9 00
Apples, Western, box	5 50	6 50
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 2.—Rogers' syrup advanced 85 cents per case on No. 2 cans, and $1.05 on No. 1 cans. Pickles in bottles advanced 15 to 30 cents per dozen. Roasted peanuts are still easing off, now quoted at 18 to 21 cents per pound. Japan rice is quoted at 15 to 16 cents per pound. Large Ontario cheese quoted at 31 to 34 cents per pound. Alberta cheese twins are 29 cents per pound. Well-matured Alberta cheese, large, 31 cents per pound. Eggs are $12 per case and likely to be higher by end of the week. Dairy butter is 35 to 40 cents per pound. Evaporated apples are higher, now quoted at 23½ to 24½ cents per pound. Prunes are ½ cent per pound lower.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	....	14 00
Japan, No. 1	15 00	16 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	21 97
Cheese No. 1, Ont., large	0 31	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	....	12 00
Tomatoes, 2½s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½

Consumers' Association Must Discontinue

Board of Commerce Orders Association to Stop Practice of Soliciting Membership by Special Offers

The Consumers' Association, of Windsor, Ont., of which H. V. Martin is manager, has been ordered by the Board of Commerce of Canada to discontinue the practice of soliciting membership in its association, under this or any other name, offering as inducement the right to purchase such articles as sugar at specially low prices and without profit, and recouping its losses through the sale of other necessaries of life at unreasonable profit, in excess of twenty-five per cent. upon cost.

The association is also restrained from selling assortments of commodities, some of which are advertised at a low price, while the price of the others is set at sufficiently high a price to make a profit. It is restrained from selling sugar or similar articles at less than cost on condition that other articles are purchased at the same time.

IN A BAD WAY

A young man entered the village shop and complained to the owner that a ham he had purchased there a few days before had proved not to be good.

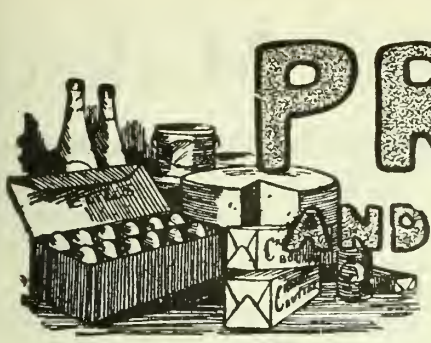
"The ham is all right, sir!" insisted the shopkeeper.

"No, it isn't," insisted the other. It's bad!"

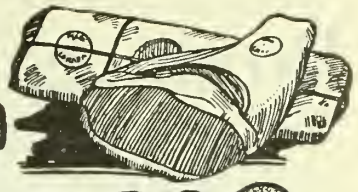
"How can that be," continued the shopkeeper, "when it was cured only last week?"

The young man reflected a moment, and then suggested:

"Maybe it's had a relapse."



PRODUCE AND PROVISIONS



Salmon Depletion a National Calamity

The Big Year of 1913, the Catch of Fraser River Salmon Represented 30 Per Cent. of the World's Pack That Season—In 1917 the Take of Fish Was But Six Per Cent. of the World's Production

THE seriousness of the salmon situation on the Pacific Coast is srikingly set forth in an interesting paper, read at the recent convention of the Canadian Fisheries Association, in Vancouver, B.C., by Henry Doyle, of the Northern B.C. Fisheries, Ltd. The subject is of such paramount importance at the present time, that Canadian Grocer reproduces the paper in part, so that readers will have first-hand information as to the outlook in salmon, and as to how very seriously the salmon fisheries of this country have been depleted. The report, in part, is as follows:

The Big Year of 1913

"In the "Big" year of 1913 the catch of Fraser River salmon represented about 30 per cent. of the world's pack that season, being over 2,400,000 cases. Rock slides blocked the salmon from access to the spawning areas that summer, with the result that in the next season of that cycle—1917—the take of fish was but 560,000 cases, or about 6 per cent. of the world's production. This has been a national calamity, but did it impress itself as such on the fishing industry in general? Speak to a Skeena River canner or fisherman and he will say it is too bad, but at the same time he remembers it has resulted in better prices for the Skeena product, and his sorrow becomes a complaisant one. Speak to a Columbia river or Alaskan salmon operator and he will admit having heard that there was a partial failure in 1917 and will ask how it is accounted for, and what the prospects are for 1921. Mention it to an Eastern fish man and he will likely inform you he never heard of either catastrophe or failure; indeed, if he is frank, he may add he did not know salmon ran in the Fraser River, or that there was such a river in Canada.

Criminal Maladministration

"The same is true in all parts of the world, and of all branches of the fishing industry. We have no bureau established in which ideas can be exchanged; no recognized medium where fish knowledge of interest can be disseminated. We conduct our affairs in an isolated, self-centred fashion, and, if we had our desserts, should be deprived of our businesses on the ground of criminal maladministration.

"Criminal maladministration is not too strong an expression. If a lawyer violated the ethics of his profession he would be barred. If a doctor lost a patient through neglect due to ignorance he could be prosecuted. If an engineer was careless in estimating strains and disaster followed, he would face imprisonment, and, if, through ignorance, neglect, folly, we destroy the fishery assets of the country, which are given us to administer, so that future generations as well as our own would benefit by them, we deserve to be treated in like manner to the professional man who is faithless to his trust.

"But, it is asked, in what way are we false to this trust? How can we be accused of neglect? What should we do differently than at present to administer our fishery resources properly? The answer is that we have failed to learn through past experiences what the future must face, and until we conduct our present activities with the maintenance of our fisheries as our paramount object we are not doing justice to ourselves or posterity.

The Handwriting on the Wall

"Our greatest fault is we have not observed the handwriting on the wall, nor found it applicable to ourselves personally. An example that will best illustrate this point is this: The seal fisheries of Newfoundland date back to about the year 1800, and the average annual catch in the first half of last century was over 200,000 seals. The banner year was 1844, when a total of 680,000 was taken. Since then steam has replaced sails for the propulsion of vessels and modern appliances have resulted in greater efficiency with less effort, all of which should have produced a large number of seals than could have been looked for in the olden days. But instead of 680,000 or even 200,000 catches to-day, we find 100,000 considered a satisfactory season's work. In 1915 the take was 47,000 seals, in 1919 81,293, and 1920 with but 35,000, is the greatest failure on record.

American Conditions Similar.

"In American waters a like condition also prevails. Frank N. Clark, writing in 1883, said: "It is a well-known fact that 40 or 50 years ago, shad were so abundant upon our Atlantic coast that they were caught by the million in many bays and mouths of rivers." In 1836, in the Susquehanna River alone, over 15,000,000 shad were taken in that one season alone. Over 50 years ago the East, out of its abundance, sent shad eggs to California and Oregon to introduce this species into Pacific coast waters. To-day California ships carload after carload to Eastern centres to supply the demand which Eastern shad are no longer plentiful enough to take care of. Florida packers no longer obtain their former quantities as their shad goes to the larger centres to fill the demand which local fisheries once supplied. Connecticut shad is not now a market factor, and the run in Hudson River is but a shadow of its former greatness.

Now a Leading Luxury

"The salmon of the Atlantic is going by the board. Where once it was a drug on the market to-day it is one of the leading luxuries. Once abundant in the rivers and streams of Maine and Connecticut, and also found in Hudson River, it has been unknown in the Hudson since the 18th century, and scarce in the other localities for nearly as long. David Starr Jordan, writing of the Atlantic salmon, says: "Many Connecticut people remember hearing their grandfathers say that when they went to the river to buy shad the fisherman used to stipulate that they should buy a specific number of salmon also. But at the beginning of this century that began rapidly to diminish. Mitchell stated, in 1814, that in former days the supply

(Continued on page 50)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 2.—There is an upward trend to the produce market this week. Butter is three and four cents higher due to the big demand and higher prices in the United States. Eggs are one cent per dozen dearer. The supply of fish is a little easier this week but the prices remain unchanged. Fresh and cooked meats are unchanged with a strong market. Lard and shortening remain as listed with a firm market.

Fresh Meats Unchanged

Montreal.

FRESH MEATS.—There is no change in the price of fresh meats this week. Live hogs and beef remain the same, but the market is very firm at quotations listed:

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 30½
Fresh Pork—	
Legs of pork (foot on)	0 35
Loins (trimmed)	0 42½
Loins (untrimmed)	0 38
Bone trimmings	0 30
Trimmed shoulders	0 32
Untrimmed	0 28
Pork Sausage (pure)	0 26
Farmer Sausage	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 23	$0 30	Hind quarters	$0 28	$0 34
0 14	0 18	Front quarters	0 14	0 18
....	0 40	Loins	....	0 46
....	0 28	Ribs	....	0 32
....	0 18	Chucks	....	0 17
....	....	Hips	....	0 35
Calves (as to grade)			0 22	0 28
Spring lamb, carcass			....	0 32
Fresh sheep, carcass			0 22	0 30
Frozen lamb, carcass			....	0 32

Cooked Meats Are Strong

Montreal.

COOKED MEATS.—The demand for cooked meats continues to increase with the summer season. As a result of the very heavy demand the prices are very strong as quoted and an advance would not be surprising in the near future.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Smoked Meats Continue Firm

Montreal.

SMOKED MEATS.—The market for smoked meats is very good at the present time and prices are unchanged. The summer season always furnishes a heavy demand for smoked meats as well as cooked meats. As a result the market is very strong at the prices quoted.

BACON—		
Breakfast, best	0 46	0 56
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 38
Picnic Hams	....	0 29
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 46
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Barrelled Meats Quiet

Toronto.

BARRELLED MEATS.—There is no change this week in the price of barrelled meats. The demand for home consumption is not large.

BARRELLED MEATS

Barrel Pork— —		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Higher Prices for Butter

Montreal.

BUTTER.—There is another advance this week in the price of butter, which is entirely due to the big demand and high prices in the United States. Higher prices have to be paid here in order to keep the needed supply in this country. The new price on creamery is sixty cents for prints and fifty-nine cents for tubs. Dairy butter is higher also, and the price varies as to quality and the market on which it is offered.

BUTTER—		
Creamery prints, qual., new	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Cheese Market Active

Montreal.

CHEESE.—Cheese remains firm this week at the prices quoted. The market is strong especially on old cheese. The bidding for the new cheese is active, which points to a strong market later on. There is a big demand for export.

CHEESE—		
New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Lard Prices Unchanged

Montreal.

LARD.—No change in the price of lard is recorded this week. The demand is good and the market remains firm.

LARD—		
Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Margarine Prices Unchanged

Montreal.

MARGARINE.—No change is reported this week in the price of margarine, the demand is not as large as it has been and the market is rather quiet.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Eggs One Cent Higher

Montreal.

EGGS.—The price of eggs has advanced this week to 54c per dozen. This is a return to the price quoted two weeks ago. The supply is very good, but the demand for storage and export has caused an advance of 1c per dozen in the price of fresh eggs.

Shortening Remains Firm

Montreal.

SHORTENING.—Shortening is unchanged this week in price and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

Fresh Salmon Cheaper

Montreal.

FISH.—The price of fish remains about the same this week. Halibut, which has been very short in supply, has again returned to the market, but on account of the scarcity the price still remains high. White fish is in very good supply, also Gaspe and Restigouche salmon. There is practically no change in the price of fish this week.

FRESH FISH

Haddock	....	0 07
Steak cod	.	0 10
Market cod	....	0 06
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 28
Halibut, medium	....	0 15
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 15
Fresh Herrings, each	....	0 03
FROZEN FISH		
Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½

SMOKED		
Finnan Haddies, 15-lb. box		0 13
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35

Poultry Market Quiet

Montreal.

POULTRY.—No change is recorded this week in the price of poultry. The demand is not large and the offerings on the market are small. Chickens are offered at 43c a pound and turkeys at 55c.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)		0 47
Young Domestic		0 42
Turkeys (old toms), lb.		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, July 2.—Live hogs are ruling strong with advances of 25 to 50 cents per hundred. Fresh meat cuts are firm at steady prices. Smoked meats are up one to three cents per pound. Mess pork is down $1.00 per barrel. Pickled rolls are up $3.00 per barrel. Cooked hams are in scant supply and quotations are firm. Butter and cheese are ruling firm. The egg market is strong with advances registered. Fresh trout is up one cent per pound. Spring chickens are down five cents per pound.

Live Hogs Advance

Toronto.

FRESH MEATS.—This market is firm at steady prices. Live hogs are ruling strong with advances of 25 to 50 cents per hundred.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	20 00	20 25
Live, fed and watered, per cwt.	19 75	20 00
Live, f.o.b., per cwt.	18 75	19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 39
Loins of pork, lb.		0 43½
Fresh hams, lb.		0 41
Tenderloins, lb.		0 60
Spare ribs		0 19
Picnics, lb.		0 27
New York shoulders, lb.		0 30
Boston butts, lb.		0 36½
Montreal shoulders, lb.		0 30½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24
Above prices subject to daily fluctuations of the market.		

Cured Meats Higher

Toronto.

PROVISIONS.—This market is very strong. Quotations are up one to three cents per pound. Boneless back bacon is quoted at 58 to 66 cents per pound according to the trim. Ordinary breakfast bacon is 45 to 48 cents a pound and extra fancy trimmed is 60 cents per pound. Dry salt meats are up one cent per pound all round.

BARREL PORK.—Mess pork is down $1 per barrel. Pickled rolls, heavy, is up to $60, and lightweight is up to $65 per barrel.

Hams—		
Medium	0 45	0 48
Large, 20 to 25 lbs. each, lb.		0 43
Heavy, 25 lbs. upwards, lb.		0 34½
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 58	0 66
Rolled		0 68
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim		0 60
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.		0 40
Wiltshire, ¾ cut		0 44
Wiltshire, middle		0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 28
Do., av., 80-90 lbs.		0 27
Clear bellies, 15-30 lbs.		0 30
Fat backs, 10 to 12 lbs.		0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.		49 00
Short cut backs, bbl. 200 lbs.		56 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy		60 00
Lightweight		65 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Ruling Firm

Toronto.

COOKED MEATS.—All cooked meats are in active demand. The market is strong under high prices. Cooked hams are quoted at 63 to 65 cents per pound with a scarcity noted in some quarters. Boiled shoulders are selling at 51 cents per pound.

Boiled hams, lb.	0 63	0 65
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 51
Head Cheese, 6s, lb.		0 14
Choice, jellied ox tongue, lb.		0 65
Jellied calves tongue		0 52
Above prices subject to daily fluctuations of the market.		

Butter Prices Hold

Toronto.

BUTTER.—There are large supplies of butter coming forward and vast quantities are going into storage. Quotations are holding fairly steady. Creamery butter is quoted to the trade at 59 to 61 cents per pound. Very little choice dairy butter is being offered; it is mostly of an inferior quality and quotations range from 50 to 55 cents per pound.

BUTTER—		
Creamery prints	0 59	0 61
Dairy prints, fresh, lb.	0 50	0 55

Steady Market for Cheese

Toronto.

CHEESE.—The cheese market is steady. Old cheese is getting scarce, quotations are around 33 to 34 cents per pound. New cheese is quoted at 32 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new		0 32
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Eggs Quoted Higher

Toronto.

EGGS.—Receipts of eggs this past week have been very light. Dealers state that a great deal of wastage is shown, probably due to the warm weather and the fact that eggs are being held. Quotations are 2 cents per dozen higher.

EGGS—		
Fresh, selects	0 56	0 57
Fresh	0 54	0 55
Fresh selects in cartons		0 59
Prices shown are subject to daily fluctuations of the market.		

Shortening Prices Steady

Toronto.

SHORTENING.—This market is unchanged. Quotations are steady at 26¾ cents per pound tierce basis.

SHORTENING—		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.		0 26¾
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

Lard is Unchanged

Toronto.

LARD.—There is no change in the market for lard. The market is firm and quotations steady.

Tierces, 400 lbs.	0 28	0 29
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

Fresh Trout Up One Cent

Toronto.

FISH.—The demand for fresh fish is keeping up well. Quotations are steady with the exception of fresh trout which is up one cent per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4½	0 [illegible]
Haddock, heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 17	0 18
Fresh Mackerel	0 12	0 13
FROZEN FISH		
Halibut, medium	0 21	0 22
Do., Qualla		0 09½
Flounders		0 08½
Pike, round		0 08
Do., headless and dressed		0 09
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box		2 25

Broilers Are Lower

Toronto.

POULTRY.—Supplies of poultry are arriving in sufficient quantities to meet the demand. Broilers are down 5 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 26
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 35	[illegible]
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 50	0 60

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

WINNIPEG MARKETS

WINNIPEG, July 2.—The hog market this week remains unchanged with hams and bacon ruling at steady prices and cooked meats in great demand. The butter market is firm as also the cheese market. Egg receipts are very light while fresh fish has been very active.

Hogs Unchanged

Winnipeg.

HOGS.—There is no change in the price of hogs this week. The quotations are:

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacon are ruling steady at unchanged prices.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—There is an active demand for cooked meats. Prices are unchanged.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 65½	0 67½
Do., roast, lb.	....	0 67½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Market Firm

Winnipeg.

BUTTER.—There is a firm tone in the market for butter. Dairy butter continues to arrive in better supply.

Creamery, best table grade	....	0 59
Dairy butter, best table grade	....	0 45
Margarine	0 37	0 39

No Change in Cheese

Winnipeg.

CHEESE.—There has been no change in the cheese market this week. Quotations are as listed below:

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Egg Receipts Light

Winnipeg.

EGGS.—The egg receipts this week have been very slight. Farm eggs are quoted at 50 cents, while fresh eggs, candled, are 44 cents per dozen.

Lard Remains Firm

Winnipeg.

LARD.—There has been no change in the lard market. Quotations are steady:

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails.	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	6 05
Do., tierces of 400 lbs., per lb.	....	0 27¾

Fish Unchanged

Winnipeg.

FISH.—There is an active demand for fresh fish. Quotations are unchanged:

FRESH FISH		
Fresh Whitefish, per lb.	....	0 16
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 15
Fresh Lake Superior White Fish	....	0 22
Fresh Trout	....	0 22

SALMON DEPLETION A NATIONAL CALAMITY

(Continued from page 47)

to the New York market usually came from Connecticut, but of late years from the Kennebec, covered with ice. Reverend David Dudley Field, writing in 1819, states that salmon had scarcely been seen in the Connecticut for 15 or 20 years. The circumstances of their extermination in the Connecticut are well-known, and the same story, with names and dates changed, serves equally well for other rivers."

Pacific Salmon Dwindling.

"And the salmon of the Pacific are answering the same last call. The comparative youthfulness of this fishery, and the enormous total of the annual catch blind us to the destruction which year by year takes place. In Canadian waters the Fraser River fishery is our most convincing example, but ample corroborative evidence is obtainable in all other waters. So alarming has been the decrease in runs to Alaskan streams that the American Government has already closed many areas to all fishing, and many others are so restricted that the open fishing period has been decreased to 25 per cent. or 50 per cent. of what formerly was allowed. On the Columbia and Sacramento Rivers artificial propagation has provided a sufficient number of salmon to offset the commercial drain, but these increases are only in those river sections where the hatchery product was liberated. In the streams and tributaries which have not been favored with this assistance, extermination has either already occurred, or the finish is in sight.

"In the salmon fisheries of British Columbia and Washington similar conditions prevail. The pack secured in late years aggregate more cases than formerly, and we point to this as evidence of the prosperity of the industry. But this increased pack is secured from the poorer grades which previously were not marketable. That sockeyes have decreased is unquestioned. In 1903 100 canneries operating in British Columbia and Washington, packed 100,000 cases, more sockeyes than 120 canneries put up in 1919, and other seasons show corresponding results."

THE DOUBLE ENTRY SYSTEM

(Continued from page 35)

For he knows that good apples and good display — so the fruit is "better looking than his neighbor's"—will lead to rapid turnover.

The success of Frank Loftus is based on exactly the same principles. He is a stickler for primary quality. Price is secondary. With skilful display, kept up every day of the year untiringly, he has corralled the fruit trade of his city and built a very flourishing business.

One peculiar idea permeates Loftus's displays. This is that citrus fruit — oranges, lemons, grapefruit—are used almost exclusively in his windows the year round. This because he thinks he has discovered that those fruits have more attractive color tones than any others, that they please more people more permanently than any others. They have another great advantage, as he says: that they bear dumping out, loosely, without bruising like apples. Finally he says that such loose display is always most effective.

Green Goods Best Attraction.

For any store, located anywhere, there is no doubt that the fresh, green goods department is the greatest drawing card. If, then, that department is handled skilfully, with great care to have it always at its best and free from decayed items, it will win out and bring trade, even if it is small and limited in scope. The plan is, to go on as you are doing, always keeping things looking fine, and growing as rapidly as your resources will permit. We must all creep before we can walk. You seem to be making a fine beginning.

Hard work? O, yes, always, in everything that is worth while. But you are not afraid of that, so you should worry! Success to you.

* * *

A reader sends me this bouquet, which perhaps I may be pardoned for printing in part: "The more I read your articles the more I wonder how you can afford the time to explain all the letters you receive. Yours are very helpful hints and surely no grocer can lose by your experience. I am not looking for information this time, I want simply to tell you that your article published week ending December 13, is one that every grocer should read. If he really does want to succeed he should follow those very rules, as my experience has taught me, and if I could speak the language as well as you can, I would have published many helpful hints as are needed by grocers. No need of commenting on any particular subject as your letter is self-explanatory."

The signature is that of an American with a Hungarian name—I think. Certainly, no commendation I have ever received has pleased me more keenly and I thank my correspondent most heartily.

Your Customers will be glad to get

Our New Book—

"Saving Without Sacrificing"

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

We distribute them through the Retail Dealer as follows :—

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davis products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, "Saving Without Sacrificing," is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL - HAMILTON

Please send me a supply of your illustrated folders advertising "Saving Without Sacrificing," which I shall be pleased to distribute among my customers.

Name .....

Address .....

.....

ROSE BRAND

Foods of Quality and Distinctive Flavor

CPC

OF all the vast quantities of excellent foods which come to our plant —only the choicest are selected for ROSE BRAND.

The tender meats, the finest dairy products, the delicate foods— are all prepared by our superior methods, under ideal and scrupulously sanitary conditions.

ROSE BRAND are products any purveyor should be proud to sell his customers. Their distinctive flavors and high qualities are sure to please and satisfy.

To assist dealers increase their sales of ROSE BRAND an extensive advertising campaign will be run in large dailies, weeklies and magazines throughout the country.

Strikingly handsome hangers, window trims, show cards, counter folders, etc., have been prepared, and will be sent to any purveyor gratis, on request.

These pieces are a great a-set to any stores. With them the appearance of the food department can be greatly improved and exceedingly appealing windows and artistic ROSE BRAND displays arranged.

Write our advertising department for special information or advice—

Canadian Packing Company, Limited

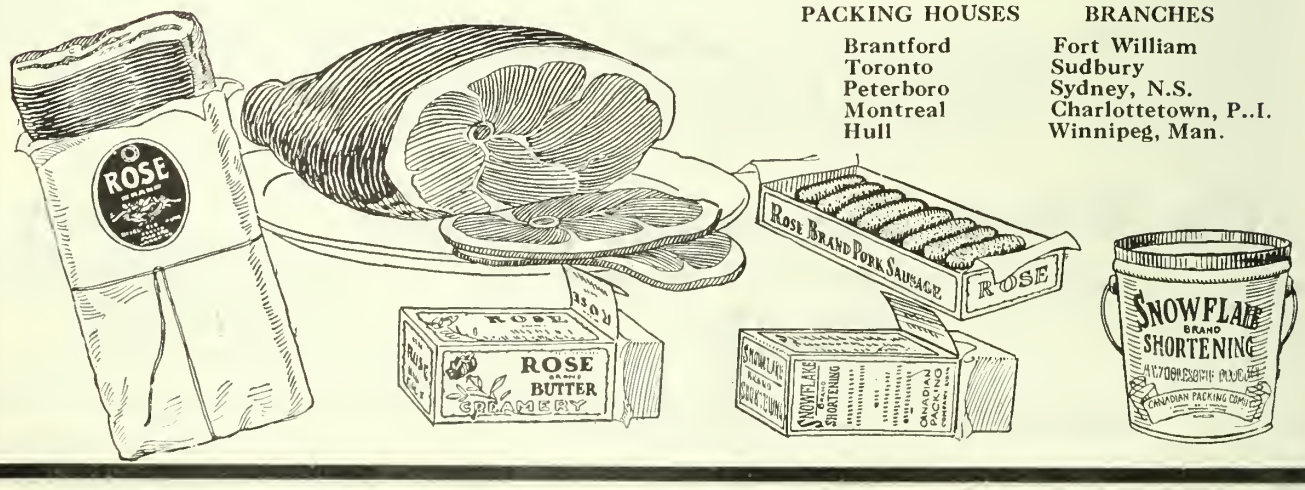
TORONTO, ONTARIO

PACKING HOUSES

Brantford
Toronto
Peterboro
Montreal
Hull

BRANCHES

Fort William
Sudbury
Sydney, N.S.
Charlottetown, P..I.
Winnipeg, Man.



The Public Confidence

—in a food product is a guarantee, as a rule, that same is pure and wholesome and worthy of its continued sale. *BRUNSWICK BRAND* is worthy of and regarded with such confidence through the reputation of its clean preparation. Carefully selected, sorted and graded, it is worthy of any merchant's display in window or on counter and will bring profitable results.

Order at once.

Connors Bros. Limited

BLACK'S HARBOR, N.B.

Representatives in Winnipeg:
CHARLES DUNCAN & SON, WINNIPEG, Man.

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

H.A. COOKED MEATS

H·A BRAND

offer your customers a wide selection through their tempting variety

A complete line of H.A. Brand dainty cooked meats will enable you to cater to *the summer cooked meat requirements* of your customers in a way that will prove most pleasant and profitable to yourself.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

A Delicatessen Department

In your store will be a profitable investment for you and a big relief to Mrs. Housekeeper throughout the hot days to come.

Ready-to-serve meats are popular, especially in the summer time, for they reduce the time spent in a hot kitchen.

Under the OVAL LABEL you have a large variety of *Veribest* cooked meats and *Veribest* canned meats to choose from. Their quality is unsurpassed.

Order from the following to-day:

Veribest Jellied Lunch Tongue	Gold Band Sausage
Armour's Baked Meat Loaf	Baked Boston Butts
Macaroni and Cheese Meat Loaf	Headcheese
New England Ham	Veal Loaf
Jellied Ox Tongue	Potted Tongue

Ask the Armour salesman to show you his Sales Manual containing full color illustrations of these delicatessen products.

ARMOUR AND COMPANY

HAMILTON, ONTARIO

Branch Houses at

HAMILTON, ONT. TORONTO, ONT. MONTREAL, QUE.

SYDNEY, N. S. ST. JOHN, N. B.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57 57

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sald and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg

Selling Agents for our Blue Seal Lines

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

Display Cards Free

Chicken Haddies

(*Lily Brand*)

A delicious delicacy from the cool depths of the Atlantic.

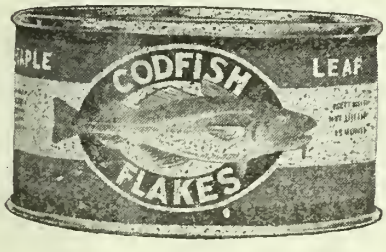
Chicken Haddies are packed when freshly caught, and canned under absolutely sanitary conditions.

Cooked ready to serve, free from skin and bone, Chicken Haddies are both appetizing and economical.

Attractive window show cards sent free with every order.

Packed at Canso, N.S., by the

MAPLE LEAF BRAND CODFISH FLAKES REGISTERED



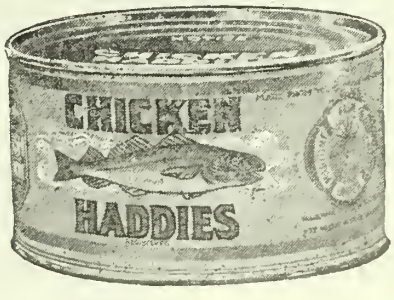
Maritime Fish Corporation

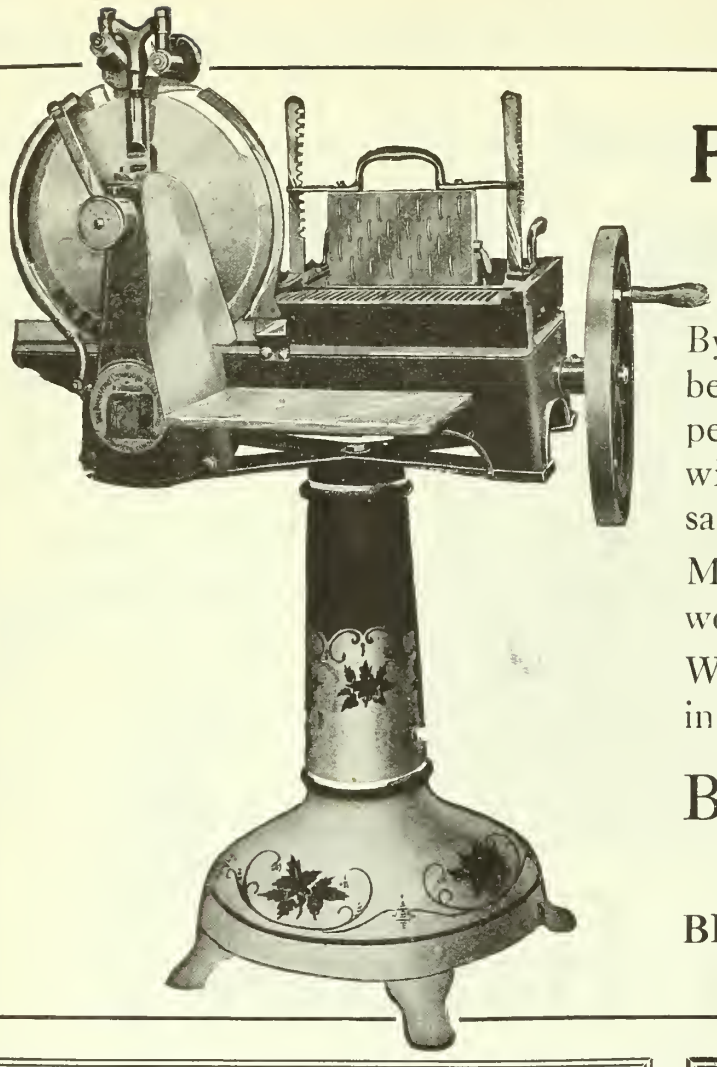
Limited

General Sales Office
Montreal

Packers of the celebrated Maple Leaf Brand Codfish Flakes.

CHICKEN HADDIES REGISTERED





Profit Through Efficient Service

By the efficiency of this slicer, profit will be made, in that it will give accurate performance and being well constructed will last longer, eliminating all unnecessary and frequent repairs.

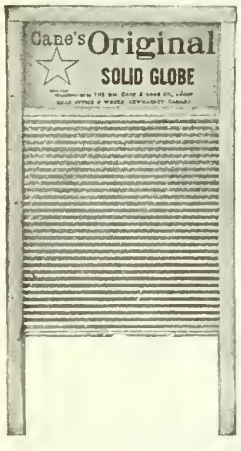
Made in Canada by skilled Canadian workmen.

Write for illustrated catalogue, describing these peerless slicers in detail.

Brantford Computing Scale Co., Limited

BRANTFORD - CANADA

Offices and Showrooms in the Larger Centres



Cane's Washboards

Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

MACDONALD'S Cut Brier SMOKING TOBACCO
MACDONAL Cut Brier Smoking Tobacco
1/12 lb. Package—15 Cents
Manufactured by W. C. MACDONALD, Reg'd Incorporated MONTREAL
MACDONALD'S BRITISH CONSOLS
In Tins containing 1/2 lb 50¢
An Old Friend In A New Form
"The Tobacco with a heart"
MACDONALD'S BRITISH CONSOLS SMOKING TOBACCO
MACDONALD'S Cut Brier SMOKING TOBACCO
1/3 lb Tin - 50 cts
1/2 lb Package-15cts
MACDONALD'S CUT SMOKING TOBACCOS
"The Tobacco with a heart"
Manufactured by W.C. MACDONALD, Regd MONTREAL

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—
The W. L. Mackenzie Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

Recommend because of its Purity

For outings during the summer MALCOLM MILK PRODUCTS are just the thing—take the place of fresh milk, which is hard to keep during warm weather.

Recommend this nutritious food because of its purity. A display will greatly help your sales.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Dominion Brand

PORK AND BEANS

Delicious - Appetizing - Nourishing - Thoroughly Cooked

With
TOMATO SAUCE
CHILI SAUCE
AND PLAIN

EIGHT SIZES—
A SIZE TO SUIT
EVERY CUSTOMER

Suggest them to your customers for lunches during the hot weather DISPLAY THEM

DOMINION CANNERS LIMITED, HAMILTON, ONT.

Purnell's

England's Best

Pure Malt Vinegar

Pickles & Sauces

Speciality B V Fruit Sauce

Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

LANKA—Meaning *Ceylon*

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon — the name used in a quaint folk-lore poem called the "Ramayana"— translated from the Sanskrit.

Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens — the tea which gives your customers the best that British growers can produce.

They will thank you for bringing it to their notice — for recommending this exquisite blend of Ceylon's finest growth.

Display This Handsome Package

WM. BRAID & CO.
Vancouver, Canada
Packers of the Famous Braid's Best Tea and Coffee
Agents for Ontario
S. H. MOORE & COMPANY, Toronto

Flour Helps Your Turnover

Sell flour. Flour alone is little use as food. Nobody eats flour alone, but flour is the principal ingredient in most of the dishes served on the table at meal-time. When you sell flour, therefore, you have the first chance to sell all these other lines that help flour to make bread, biscuits, buns, pies, pastry, puddings, sauces, soups, gravies, etc., etc.

PURITY FLOUR

is good for bread or pastry and home-baking in general. But it needs the help of many other items among the goods you sell. That's why you should push the sale of it.

Western Canada Flour Mills Co., Limited

Head Office - TORONTO

BRANCHES AT :

Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John

Shirriff's

TRUE ORANGE

MARMALADE

Fresh, full-flavored Seville oranges—pure cane sugar—prepared the inimitable Shirriff way! Can you imagine anything more tasty or appetizing?

The irresistible goodness of Shirriff's Marmalade accounts for its ever-growing popularity. Quick sales—satisfied customers—repeat orders—a chain of profitable business is often opened up in the sale of Shirriff's Marmalade.

Write us for some beautiful window trimming helps. Free on request.

IMPERIAL EXTRACT COMPANY

Toronto - Ontario

Selling Agents for Canada: HAROLD F. RITCHIE & CO., Limited, Toronto and Montreal

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

MASTER MASON

The Plug Smoking Tobacco Which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

SCOTCH SNACK IDEA No. 6

Children are fond of Scotch Snack

Tell the mothers how good Scotch Snack is for the children. It's appetizing and nourishing. Nothing better for Sandwiches, Salads, Croquettes, Etc. Buy Scotch Snack in 5 or 10 case lots from your wholesaler.

Watch for Next Week's Advertisement

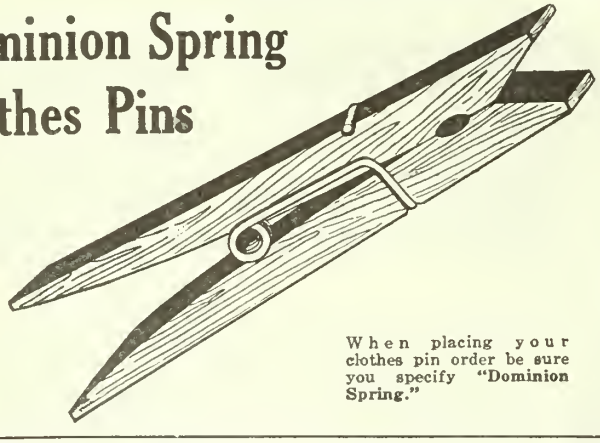
ARGYLL BUTE, "Reg."
MONTREAL, QUE.

ESTABLISHED 1825 and

TRADE MARK. Smalls

VALUED AT $2,000,000.00

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Fresh Fruits and Granulated Sugar —That's All

UPTON'S

FRESH STRAWBERRIES—Great loads of them—red, luscious, of the finest quality—arriving daily at our factory; the choicest berries of all the great Niagara Fruit Belt.

The best is none too good for

Upton's Pure Marmalades and Jams

New pack now on the market. Order it from your jobber at once.

The T. Upton Co., Limited
Hamilton, Canada

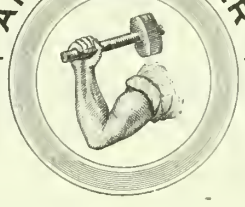
Selling Agents:
S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N. S.
Schofield & Beer, St. John, N. B.

King Oscar
Brand
Sardines

Never fail to win approval from the usually "hard-to-please" customers because of their exceptional flavor. They are packed from the finest selected Norwegian Sardines in pure olive oil. Ideal for quickly preparing tasty summer meals. Feature them now in your displays.

Canadian Agents:
John W. Bickle & Greening
Hamilton Ontario

ARM & HAMMER



Arm and Hammer Brand
Sal Soda

This highly popular seller, put up in attractive cartons of 2½ pounds each, is certainly making a hit with Canadian housewives. Place your order to-day with your jobber and sell Sal Soda the new and handy way.

Church & Dwight, Limited
Montreal

The Original and Genuine Brand

ROSE'S LIME JUICE

This healthy beverage will be welcomed in every home in your locality and every bottle you sell will give you a good big profit.

Rose's Lime Juice is worthy of a prominent place in your displays. Its perfect thirst-quenching properties make it an ideal beverage.

Order a good supply now and ring up good extra profits.

Holbrooks, Ltd.

Sole Agents for Canada

Toronto and Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family Tomato Sauce $1.95 doz.; Family Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 40
Jersey Brand, Hotel, each 48 cans	7 40
St. Charles Brand, toll, each 48 cans	7 50
Jersey Brand, tall, each 48 cans	7 50
Peerless Brand, tall, each 48 cans	7 50
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	6 50
Peerless Brand, Family, each 48 cans	6 50
St. Charles Brand, small, each 48 cans	3 45
Jersey Brand, small, each 48 cans	3 45
Peerless Brand, small, each 48 cans	3 45

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	7 50
Cocoa, Reinder Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb,, Canada Laundry	$0 12½
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

Currants

The extreme scarcity of Raisins has made an extraordinary demand for Currants. With Raisins selling around thirty-five cents over the counter, Currants look cheap to consumers at twenty-five. A first-class cleaned fruit can be sold at a quarter a pound to-day, and many dealers are availing themselves of the opportunity to feature this article now.

To enable you to do this well, we have brought in a choice lot of Greek fine filiatras which we offer at the following:

Brls. cleaned fine filiatras - -	15¾
Cases " " " - -	16¾

For people who may want something better and also fancy, we offer:

Hf. Cases Monogram brand	amalias -	18½
Hf. Cases Victor "	patras -	22
Hf. Cases Monarch "	vostizza -	23½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

"MELLOW"
TRADE MARK
FOOD PRODUCTS

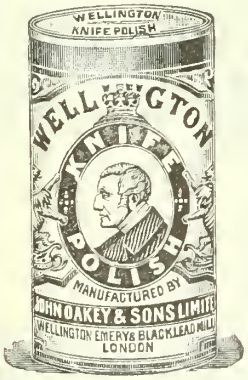
A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Products Co., "Regd"
146 Garnier St., MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONSREAL, QUE-

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire bandles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 80
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Str[illegible], tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins. doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 80 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ⅛s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.
Toronto, Canada.

Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,

14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 20
Do., 3 lbs.	3 15
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 05
Crescent Self-Raising Flour, 6 lb.	6 10
Do., 3 lb.	3 10
Perfection Rolled Oats (55 oz)	8.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph ***Established 1861*** **Ontario**

Fruit Market Open

Market Opened Monday Last

All Ready for the Summer Business

Main 6243
LONG DISTANCE CALLS

STRAWBERRIES In heavy supply
TOMATOES
CUCUMBERS
WATERMELONS
CANTALOUPES
CALIFORNIA FRUIT

WHITE & CO., LTD.
TORONTO

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

Headquarters for

Clothes Lines

In Cotton, Manilla, Wire and Sisal

WALTER WOODS & CO.

Hamilton and Winnipeg

"It has the Nip"

White Swan Mustard

adds a piquant zest to summer lunches

Recommend **White Swan Mustard**—the better flavored, better priced, Canadian-made mustard—to your customers for all their summer outings and for adding zest to salads, cold meats and warm weather luncheons.

If you have never tried this profitable and rapid selling **White Swan Brand** a small sample order will prove to you its selling value as a steady repeater.

¼ pounds.....$2.25
½ pounds..... 4.00

White Swan Spices & Cereals Limited

Toronto - - - - - Canada

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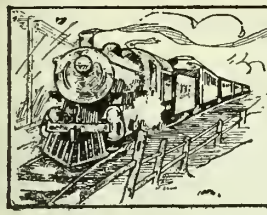
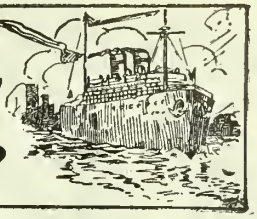
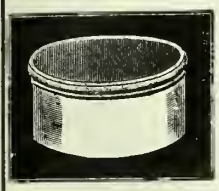


BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made
Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver
G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

COOKED HAMS ARE SCARCE

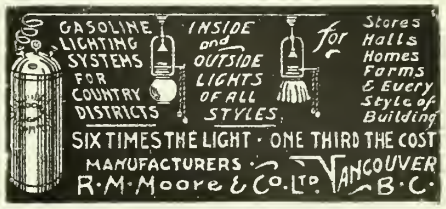
Cooked hams have been steadily advancing for some time and the tendency is that quotations will be even higher. There is also a scarcity noted and as this is the season when the sales are heavy for this commodity, it looks like good buying to keep a few hams ahead.

RAISINS ARE GOOD BUYING

There is every indication that raisins will be scarce before the new crop arrives. The United States is very short of supplies and are taking all available stocks at higher prices than Canadian quotations. Quotations in Toronto this week have advanced one cent per pound.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R.M. Moore & Co. Ltd. VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about $15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

FOR SALE—LIVE GROCERY BUSINESS IN city of 15,000. Big turnover. Good reasons for selling. Box 180, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—TWO 10 FT. LONG, 3 FT. WIDE, 8-drawer, solid oak dry goods counters; one 10′ x 3′ 12-drawer solid oak dry goods counter; one 12 ft. "Walker" bin grocery counter (solid oak); one 12-ft. grocery counter (solid oak); one pr. Dayton Computing scales; one pr. small platform scales; one pr. large platform scales; two fancy biscuit display cases; one National Cabinet Cash Register, 6 cash drawers, 3 record drawers, 1 locker; 1 large safe, 5′ x 38″ x 30″; one refrigerator, 5½′ x 42″ x 26″; one ribbon display case, 3 sections (18 racks); one (new) J. H. Deer electric coffee mill, medium size; miscellaneous winaow fixtures, etc. F. E. Hibbert, Fort Francis, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited. 113 Sumach St., Toronto.

WANTED

WANTED — A PARTNER FOR A GENERAL store business. A good live single man, with about $1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

MARGARINE EXPERT — WITH 25 YEARS' experience in leading factories in European plants, and able to take entire charge of production, desires connection. Excellent references. Only a first-class situation will be considered. Box 164, Canadian Grocer, 143 University Ave., Toronto, Canada.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

AGENCIES WANTED

COMMISSION AGENT RESIDENT IN ST. John could handle another line in New Brunswick. Box 168, Canadian Grocer, 153 University Ave., Toronto.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Arctic Ice Blankets

Reduce Ice Bills by Saving Ice

Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

GROCERS FIND A BIG DEMAND FOR THEM. RETAIL PRICE, 10 CENTS EACH. WHOLESALE PRICE, 90c DOZEN; $10.00 GROSS.

FOR SALE BY

PARKE & PARKE, LIMITED

Macnab St. & Market Sq.

HAMILTON, ONT.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record--Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson

General Manager Western Canada

TORONTO

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

Laprairie (Montreal) Que.

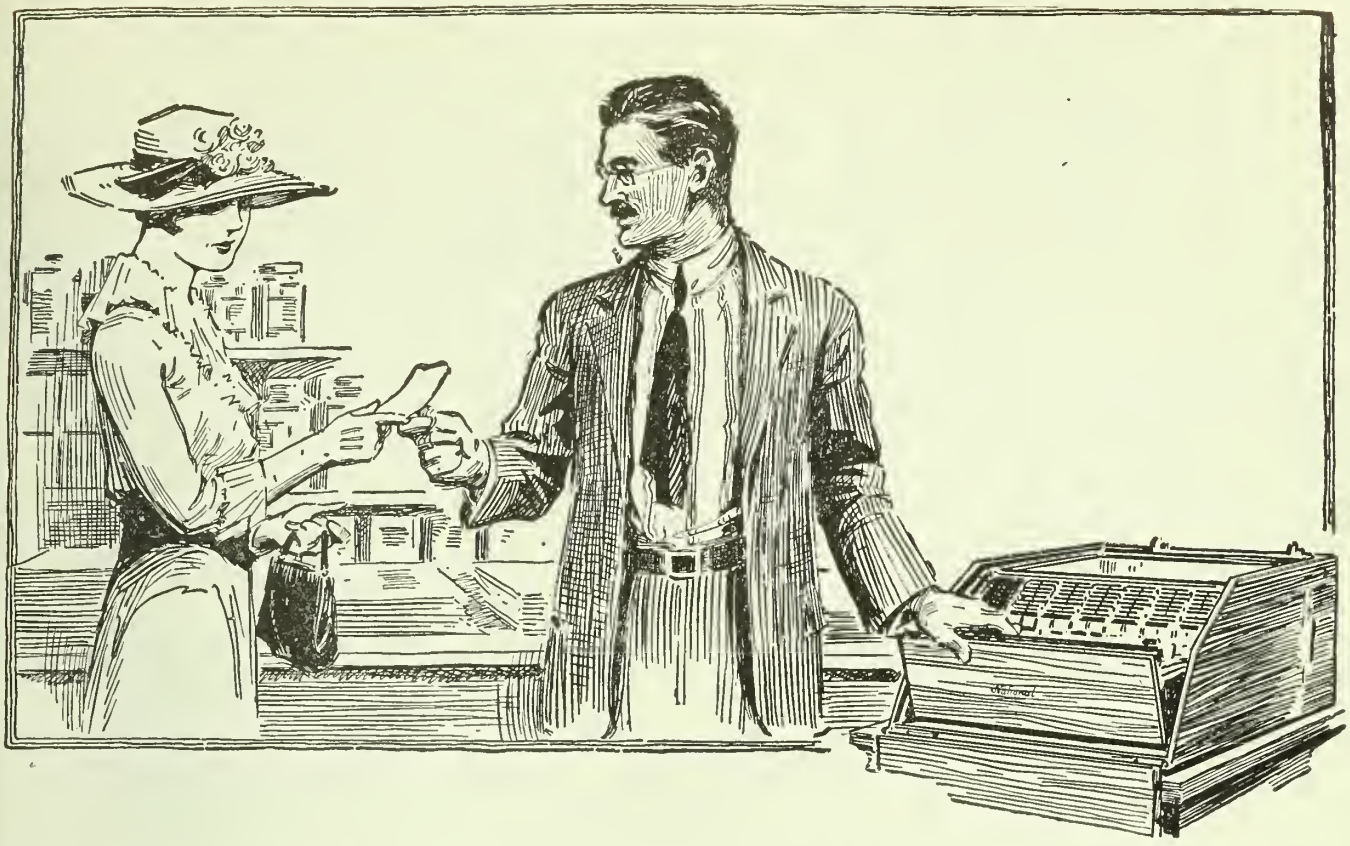
EVERYWHERE

NO COLLECTION

NO CHARGE

EFFICIENT

RELIABLE



Every account is ready for instant settlement

when the N. C. R. System for charge accounts is used

WHEN a customer comes into your store and wants to know how much she owes, you can tell her the amount instantly.

No time is wasted in hunting for her account in a large ledger. No time is wasted adding up the items or striking a balance. There is no worry about the accuracy of the figures.

Your clerk merely looks at the last charge slip filed under the customer's name in the N. C. R. Credit File, and there is the total of her account to date.

This saves time for the customer, for the clerk, and for you.

You have the satisfaction of knowing that the amount she pays is right.

You know the amount is right, because with the N. C. R. Credit File you cannot forget to make charges. You cannot forget to credit money received on account. Mistakes cannot go undetected.

Fill out this coupon and mail it to-day

Dept. 26
The National Cash Register Co. of Canada, Ltd.
97 Pelham Ave.,
Toronto, Ont.

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

Address .....

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	London	350 Dundas Street
Edmonton	5 McLeod Bldg.	Ottawa	306 Bank Street
Halifax	100-102 Granville Street	Quebec	133 St. Paul Street
Hamilton	14 Main Street E.	Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street, W.	Vancouver	542 Pender Street, W.
Toronto	40 Adelaide Street	St. John	86 Prince William Street
Winnipeg	213 McDermot Avenue	Saskatoon	265 Third Avenue, S.

FACTORY: TORONTO, ONTARIO

When Customers Say Goodbye, Clerks Helpless, Service at a Standstill

BUY "THAT OTHER DAYTON" NOW

Can you afford, Mr. Merchant, to give the public such a picture of your shortsightedness? Can your business withstand the inroads of such economic waste?

Consider what it means: Wasted outlay for clerks, wasted opportunity to satisfy old customers and gain new ones—in short, the difference between dwindling sales and growing trade.

Meet the rush hour needs with more Daytons.

MADE IN CANADA

ELIMINATE THE WAITING LINE

DAYTONS PLACED AT CONVENIENT POINTS IN YOUR STORE HELP YOU TO SATISFY CUSTOMERS, SAVE TIME AND LABOR.

IF IT'S A DAYTON IT'S RIGHT

THE VITAL QUESTION IS NOT: "WHAT DOES IT COST?" BUT "WHAT DOES IT COST TO BE WITHOUT IT?"

Catalogue and data on request

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St. HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JULY 9, 1920 No. 28

Are You Ready for Preserving Time ?

Abundant fruit crops this year mean much preserving. Preserving, of course, calls for quantities of sugar, and every housewife realizes that to get the best results, the sugar must be pure and rich in sweetness. Consequently there will be an enormous demand for

DOMINION CRYSTAL SUGAR

Every pure, sparkling crystal of DOMINION CRYSTAL SUGAR is filled with the concentrated sweetness of the Canadian sugar beet. We do import the finest raw cane sugar and refine it—but our pride is in the product we make from Canadian sugar beets.

Our process of refining extracts the abundant, rich sweetness from the sugar beet and refines it to the form of sparkling, snow-white crystals. Its concentrated sweetness enriches the acid flavor of the preserving fruit, to the delight of every housewife.

DOMINION SUGAR COMPANY
LIMITED

Head Office: Chatham, Ontario

Refineries at
Wallaceberg, Kitchener and Chatham

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

Splendid Support

is offered to dealers who sell this new and better dye soap.

The makers of O-Cedar products who brought O-Cedar Polish into such prominence, offer the same effective co-operation to dealers who feature ALADDIN DYE SOAP.

With your first order of 1 gross of ALADDIN you may have on request this beautiful Revolving Display Stand—a wonderful selling factor as well as an attractive counter display.

The extensive advertising of ALADDIN DYE SOAP appearing in large city newspapers will quickly turn over your stock of this magic color-maker. Comes in 18 beautiful shades—sells at 15c a cake.

Name your jobber when ordering.

Channell Chemical Co., Limited

DISTRIBUTORS - TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

SUMMER Milk Problems vanish from your customers' homes when Borden's Milk Products enter, and each day more and more Canadian women are learning this fact.

Just keep your Borden milk products well to the front in your displays, suggesting their convenience to householders, picknickers, campers, etc., by a few showcards and let the long-established quality reputation behind the name BORDEN'S build up your summer sales.

Borden's Products—
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Borden's Malted Milk

The Borden Co., Limited
Montreal

Borden's

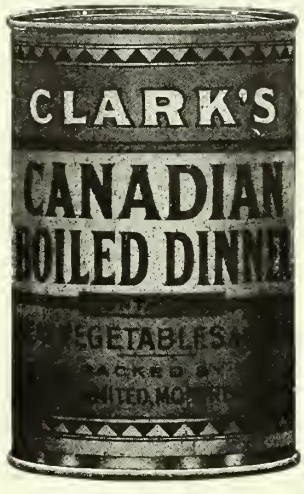
Canada's National Milk

CLARK'S
PREPARED FOODS

Corned Beef
Roast Beef

English Brawn
Irish Stew

Ox Tongue
Lunch Tongue



Pork and Beans
Soups (13 kinds)

Potted Meats
Cambridge Sausage

Veal Loaf
Beef Loaf

Tongue, Ham and Veal, Canadian Boiled Dinner,

Sliced Smoked Beef,

Tomato Ketchup, Peanut Butter, Table Syrup

Spaghetti with Tomato Sauce and Cheese,

And other good things.

Each sale of CLARK'S means a satisfied Customer and satisfied Customers mean successful business.

W. CLARK LIMITED, MONTREAL

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

CEYLONS
FORMOSAS
INDIAS
CHINAS
JAPANESE
JAVAS

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world.

The Water-Can— does not Prevent Dust

No matter how frequently you sprinkle your floors with water, dust will rise and settle on your shelves. Water evaporates too rapidly and the dust keeps rising.

If you treat your floors with Imperial Floor Dressing the dust *cannot rise.* It is held to the floor so that you can sweep it up and remove it.

Imperial Floor Dressing is *non-evaporating.* It does not gum and it preserves your floors, whether wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing will cover a floor surface upwards of 700 square feet. One application preserves the floor for several months.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

Churches, town-halls, billiard halls, public buildings, hospitals, stores—all need Imperial Floor Dressing. With your floors as demonstrators and your shelves well-stocked, you can develop a profitable business in Imperial Floor Dressing. Ask the Imperial Oil salesman.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

"NUGGET" Outfits

Help Boost Your Polish Sales

A brush—a polisher and a tin of polish all in a handy cardboard or neat lacquered metal container.

Whenever you sell a customer a NUGGET outfit it means a good investment for both of you. It acts as a constant reminder of NUGGET polishes and is bound to bring many repeat sales.

With the NUGGET outfit it is possible to get the very best results with little effort and no muss or fuss—If you are not acquainted with this little sales booster, write for a free sample outfit to-day.

THAT NUGGET SMILE

BLACK TAN
TONEY RED
DARK BROWN
WHITE

Nugget is a quality Shoe Polish with one price to all—An honest profit and a square deal.

The NUGGET Polish Co., Limited
Toronto - Canada

You Must Keep Books

To obtain full benefit of your insurance.

To make a clear statement to your banker.

To make a correct income tax return.

To have your business at your finger tips.

Have your buying expenses, sales and retail credit tabulated monthly.

It saves time and worry.

It builds confidence in your ability.

In fairness to yourself, and in justice to others, Keep Books.

Price $12.50 for a Ten Years System

SANDERSON-YORK SYSTEM

26 Manchester Avenue, Toronto, Ont.

Sales Increase Every Day

This is the report of T. N. Brown, of Collingwood, Ontario, who finds it profitable to feature Lanka in this original way.

He simply displays Lanka Tea in his window accompanied by the following snappy little display card:

"Get Lanka from the pot, It's mighty good when hot"

This display, with a personal recommendation to tea buyers, *moves the goods.* Lanka quality does the rest—it's a sure repeater.

Try a Lanka window display of your own—do a little pushing. It's money in your pocket and prestige for your store to help introduce your customers to this superb Ceylon hill-garden tea—best value the world produces.

WM. BRAID & CO.
Vancouver, Canada
Packers of the Famous Braid's Best Tea and Coffee
Agents for Ontario
S. H. MOORE & COMPANY, Toronto

Handsomest Package
Finest Tea

When your customers refuse to buy potatoes, sell them

Superior Brand Macaroni

True to its name in Flavor and Quality

We do not call it "Superior" without warrant. Where other brands leave off is where we begin to add **extra quality.**

For instance—

Superior Macaroni is dried seven days instead of the usual four. Smooth as velvet.

No artificial coloring.

Nothing but finest Canadian hard wheat is used.

On its superior flavor alone it is bound to become a prince of good sellers.

Our suggestion—get your customers to try **Superior** Macaroni. We will both be delighted with the results.

Get in touch with your wholesaler now for a sample order.

Sole Selling Agents:

Sainsbury Bros.

Toronto

VANCOUVER, B.C.
134 Abbott St.

WINNIPEG, MAN.
510 Confederation Life Bldg.

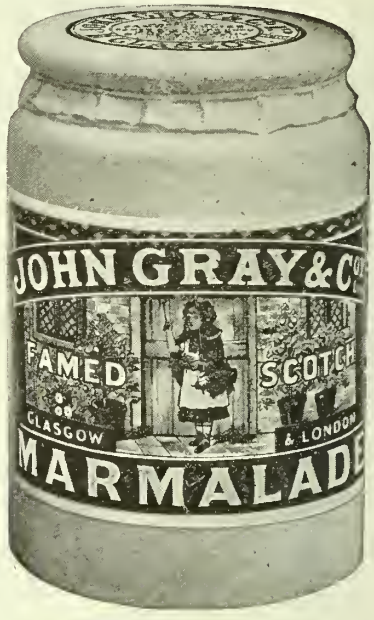
MONTREAL
116 St. Nicholas Bldg.

HALIFAX
223 Hollis St.

The Superior Macaroni Co., Ltd.

Toronto, Ont.

JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver: David Brown, 167 Cordova St. W.
Winnipeg: F. Manley, 42 Silvester-Willson Bldg.
St. John's, Nfld.: Bowring Bros. & Co.
Halifax N.S.: J.W. Gorham & Co.

EUREKA

Refrigerators are

a sound investment They will help you sell your perishable goods.

They will add to the attractiveness of your store.

They will protect you from loss through spoilage.

Ask a fellow merchant who owns one. He will tell you.

Satisfied custmers are our best ads.

Write us for free catalogue and interesting literature. We have a refrigerator to suit you.

Eureka Refrigerator Co., Limited

Head Office and Factory: Owen Sound

Branches: Toronto, Hamilton, Montreal

Why Sun-Maid Pays

Millions of Women Know These Extensively Advertised Raisins

Our Sun-Maid advertising reaches thirty-eight million homes regularly. Scores are in your neighborhood. The irresistible appeal of raisins urges housewives to ask for this delicious, nutritious food. Don't disappoint your trade.

Display Sun-Maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get your share of Sun-Maid business.

Order from your jobber.

Three Varieties:

Sun-Maid Seeded
(Seeds Removed)

Sun-Maid Seedless
(Grown without Seeds)

Sun-Maid Clusters
(on the stem)

California Associated Raisin Co.

Membership 10,000 Growers

FRESNO, CALIFORNIA

Growers and shippers of America's only all-year nationally advertised brand of raisins

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.

Carton's Custard is being widely advertised and is certain of a steady and increasing demand.

Sold in cartons and tins.

Garton's CUSTARD

W. G. Patrick & Co., Ltd.

Toronto, Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

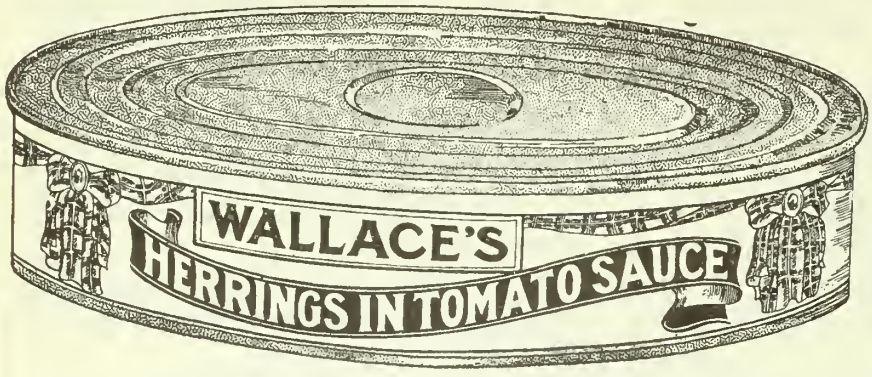
2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

A Beautiful Label Proves Nothing—



But "Wallace's" on a label means everything

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

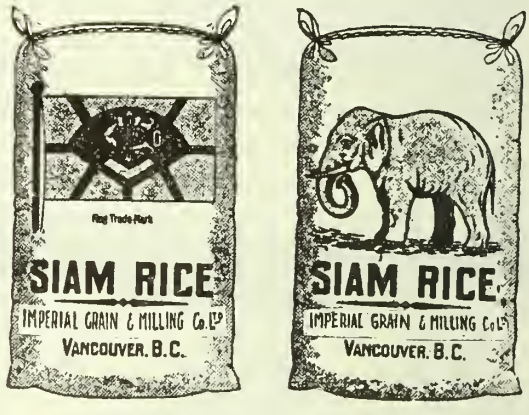
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax., N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Sell Your Waste Paper,

Cardboard, etc.

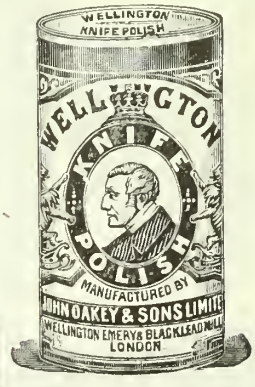
Serious shortage of paper making materials. Very high prices now.

Send for catalog of

"Climax" Steel Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1. Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's. Agent
HEAD OFFICE: REGINA, SASK.
Sales connections in all the principal cities of Canada and the United States.
100% Efficiency and Service.
Let PRITTY represent you in Saskatchewan

EVERY MORSEL EDIBLE AND DELICIOUS

A Winnipeg Retailer Said:

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced energetic salesmen.

Let us show you

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ATLA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

G. A. WEST

Broker and Manufacturers' Agent
404 Chamber of Commerce Bldg., Winnipeg, Canada

Sole Agents in Canada for Bri-Cal Adding Machines, Phonopore Construction Co.

Also representing Comptoir Franco-Anglais d'Exportation, Paris and London.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
ONE GOOD LINE OF *FOOD PRODUCTS WANTED*
EXCELLENT MARKETING FACILITIES

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

BROOMS, BRUSHES
CANADA BEAVER BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

SATISFACTION and unusual wearing qualities are built into every **Canada Beaver Brand Broom.**
They are made by experts in the following grades—
Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—a specialty.

The Canada Broom & Brush Co.
Limited
Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.
Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order More from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

When Writing Advertisers Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP.
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGill College Ave. Montreal

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST. QUEBEC

Say you saw it in Canadian Grocer, it will identify you.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker, Sydney, N. S.

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.
D. W. ROSS COMPANY
Agents
MONTREAL

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's
COFFEE
ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

EVERYBODY'S FAVORITE

Cremo Caramels

"YOU CAN TASTE THE CREAM"

QUICK TURNOVER—GOOD PROFIT

5c the Clip

JOYCE & CO., LIMITED

307 St. James Street MONTREAL

Distributors

Manufactured by Cremo Caramel Co.

Jobbers send for Samples

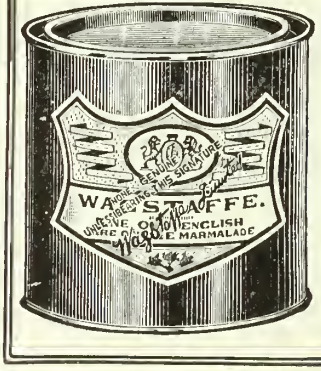
Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best



WAGSTAFFE'S

Pure Strawberry Jam

Pure Raspberry Jam

Made from Fruit and Granulated Sugar Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

"SALADA"

The sales for 26 weeks ending June 26, 1920 —are—

1,157,272 lbs.

AHEAD

of the same period in 1919

THE INCREASE IN SALES

An average INCREASE of

44,510 lbs. A Week

or enough tea to regularly supply 500,000 *more* Canadian consumers who use 4½ lbs. of tea per head per year.

For thirty years we have been telling you that, more than anything else, the public appreciate QUALITY. Furthermore we have been *proving* it to you year after year. That "SALADA" continues to grow in public favor is evidenced by the above facts.

Wholesale Grocery Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

55 Bay Street, Toronto

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

Traveler's Half-Holiday Guide Book

CANADIAN GROCER has had printed in booklet form list of half-dolidays in cities and towns in each province in Canada.

Wire, phone or send a card.

Free to those connected with the grocery trade. Regular price, 10c per copy.

Canadian Grocer
143-153 University Ave., Toronto
Adel. 5740

GOODS WITH A WORLD-WIDE REPUTATION

Manufactured by

THE UNITED ALKALI WORKS, LIMITED

LIVERPOOL, ENGLAND

Now in Stock:

Greenbank Lye (Solid)

16 oz. tins	4 doz. per case	dozen $1.50

Greenbank Powdered Lye

8 oz. tins	4 doz. per case	dozen $1.00
12 oz. tins	4 doz. per case	dozen 1.50

Chloride of Lime

¼ lb. tins	4 doz. per case	dozen $ .65
½ lb. tins	4 doz. per case	dozen 1.10
1 lb. tins	4 doz. per case	dozen 1.65
25 lb. tins	4 doz. per case	pound .14

Liberal discount to Wholesalers and Jobbers

"Primus" Jelly Powders

Unsurpassed in purity and quality.
Have made a reputation for themselves.
The demand is exceeding the supply.
Cartons containing 1, 2 and 4 doz. doz. $1.45
All flavors.
Special discount to Wholesalers.
Try them, and you will like them.

"Primus" Cordials

Most healthy summer beverages, absolutely pure.
LIME JUICE,
ORANGE JUICE,
LEMON JUICE,
STRAWBERRY JUICE, RASPBERRY JUICE
LAWTONBERRY JUICE, BLACKBERRY JUICE,
and RASPBERRY VINEGAR.
8 oz. 12 oz. 26 oz.

"PRIMUS" FRUIT SYRUPS in gallon jars
All Flavors

SPECIAL DISCOUNT TO JOBBERS.
We carry a fine assortment of Groceries.

L. CHAPUT, FILS & CIE, LIMITÉE

Wholesale Grocers, Importers and Manufacturers

MONTREAL

ESTABLISHED IN 1842

Caldwell's

"FANCY PACK"

Canned Fruits

From the Finest Fruit Section in Canada
Superior to Imported Fruits

For years California Fruits No. 1 Tins have been brought into Canada in large quantities, to meet the demand for high grade fruits.

This has been the case solely because the Ontario canner has not given his attention to the packing of fancy goods. California Fruits cannot compare in quality or flavor with Ontario grown fruits, but because of the fibrous nature of California fruits the American Packer has been able to produce a product very pleasing to the eye, though entirely lacking the natural flavor of Ontario fruits.

With the adverse rate of exchange against Canadian buyers it is folly for Canadians to purchase goods from the States when possible to avoid doing so. To make this unnecessary, we are packing the highest grade Ontario fruits in extra heavy syrup, goods that will exceed Government grading for Fancy, that will be equal to the American Product in appearance and very much superior in quality.

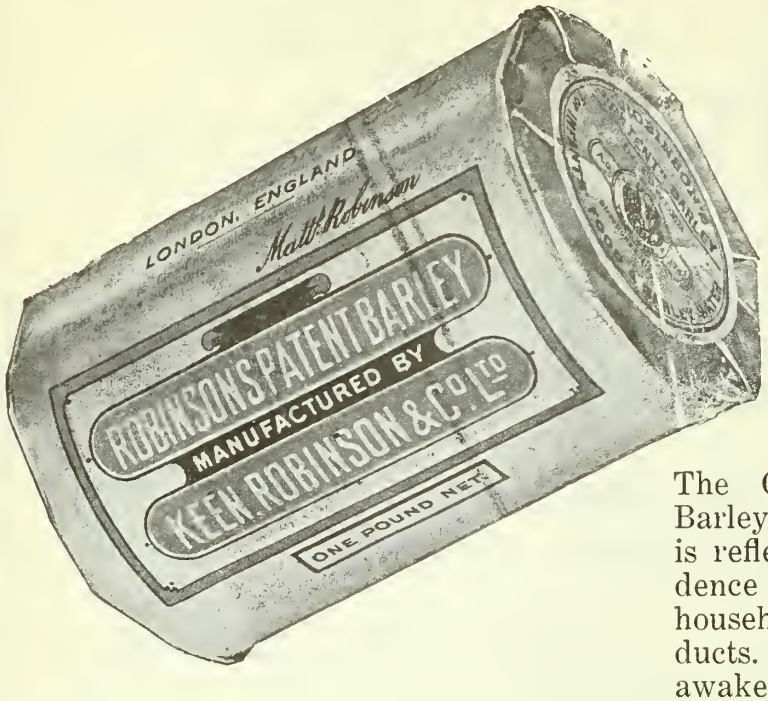
While Government Standard for Fancy goods calls for only 55 degrees Syrup, *Caldwell's Canned Strawberries* will carry syrup of 80 degrees, as we find that this weight of syrup brings out the finest flavor of the Strawberry. The degrees of syrup to be used in the other fruits will be determined on the same basis. *that of quality.*

We are packing these fruits in the same size tin used in California, namely, No. 1 tin, 4 dozen to the case. The varieties we are packing will be: Strawberries, Raspberries, Peaches, Pears, and Red Pitted Cherries. On account of the sugar situation the price will naturally be high, but the quality will be the best ever placed on the Canadian Market, irrespective of country of origin. In other words, we are going to pack this line up to the highest possible standard, using only Fancy graded fruit, and syrup sufficiently heavy to bring out and hold the natural flavor and color of the fruit.

Strawberries will be in the hands of Jobbers the 2nd week in July.
Arrange for your Supply.

THE CALDWELL PRESERVING CO., LIMITED

HAMILTON, ONTARIO



ROBINSON'S "PATENT" BARLEY

and

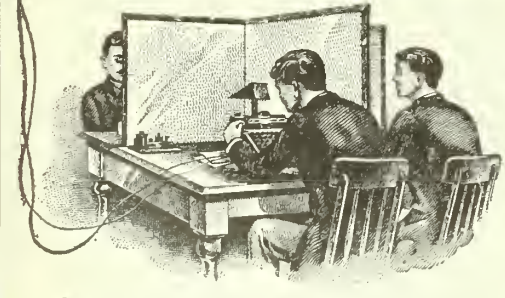
ROBINSON'S "PATENT" GROATS

The Quality of Robinson's "Patent" Barley and Robinson's "Patent" Groats is reflected in the reputation and confidence they both have won in Canadian household circles, as satisfactory products. This fact will encourage the wide-awake merchant to handle this line.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

NICHOLSON - RANKIN LTD.



WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

We are pleased to announce to the trade that we have completed our organization in the Prairie Provinces of Western Canada by establishing our own branch offices; under capable and experienced managers, as follows:

REGINA, Saskatchewan—under management of Mr. J. C. Ryan.
SASKATOON, Saskatchewan—under management of Mr. Ross L. Forbes.
CALGARY, Alberta—under management of Mr. William H. Dingle.
EDMONTON, Alberta—under management of Mr. Harry M. Judge

NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, JULY 9, 1920 No. 28

Display is Important in This Store

Sheffield Bros., Bowden, Alta., Have Fine Department Store—Novel Ideas for Boosting Business—Hall for Dancing Invites People Into Store and Increased Business is the Result.

FORSAKING farming to take over a general store, Sheffield Bros., Bowden, Alta., have what appealed to a Canadian Grocer representative as one of the finest stores of its kind in the West. Only last winter Sheffield Bros. built a new store, which they are now occupying, and which is attracting customers for miles around. In a town of three hundred people it is an ambitious store, for new equipment, modern devices for convenience, are to be found here. Enterprising methods of building sales are the order of the day, and a visit to this store recently by Canadian Grocer revealed ideas that are constantly bringing trade to Sheffield Bros.

Arrangement of Departments

Appreciation is expressed on all sides for the enterprise that prompted Sheffield Bros. to build this store. On entering the building one is impressed with the systematic arrangement of the departments. The store frontage is 78 feet, with a depth of sixty feet. From the accompanying photographs, it will be seen that equipment to bring about the best possible service has been installed. Glass partitions separate the departments. Mr. R. D. Sheffield, in talking to Canadian Grocer, pointed out that with these glass partitions it is possible to see all departments from any point in the store. Five windows, two for groceries, two for drugs, and one for meats, make display always a feature, and Sheffield Bros. realize the value of the same in moving their goods. The name of each department has been painted over each door.

Display Important

In the grocery department, display is important, and the arrangement for the proper showing of goods is outstanding. There is ample floor space, and

plenty of accommodation for the busiest days. Scales are conveniently placed, and goods are shown with price tickets on them. "Customers like to find out the price of things very often before asking for them," Mr. Sheffield remarked. A raised stand on the floor for vegetables and fruits is so situated as to readily attract attention. At one end of the store there are four separate small glass cases for lemons, oranges, etc. They have been productive of gratifying sales.

The meat department is decorated in white. and the walls are washed every week. It is the intention to instal a complete refrigeration plant at an early date. Cleanliness and correct sanitation mark this department, and invite trade.

For Holding Dances

A novel idea in the Sheffield store is the large hall in connection therewith. It is used for dances and picture shows. "This is just an experiment," Mr. Sheffield remarked. "It is built in such a way that it can be used for another department, any time necessity demands. So far it has been a money-maker and a good drawing card for the store. Every Saturday night the hall is thrown open free for all. These dances are a great boon for the ice-cream business. The floor of the grocery department is cleared on the nights of the dances and lunch is served for a small charge by the management.

Showing the interior of Sheffield Bros. grocery at Bowden, Alta., where enterprise and energy have built up an extensive trade.

Manufacturer Can Establish Selling Policy

Effect of Decision Rendered by Board of Commerce—Very Important Decision to Mercantile World—Traders Can Associate to Advance Mutual Interests

OTTAWA.—The judgment issued by the Board of Commerce in the case of the Hamilton grocers is considered to be one of the most important to the mercantile world ever given by any court in Canada. It establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with the wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed re-sale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price.

The decision also establishes that an association of wholesalers or an individual wholesaler may request of a manufacturer that he adhere to his own or a suggested selling policy, and that, if the manufacturer refuses to do so the wholesalers, by way of an association or individuality, may agree to refuse to trade with that manufacturer or may actually refuse.

The principle is laid down that traders have the right to associate for purposes of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreements or combining on any matter, unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public and whether it does so is a matter of fact which must be proved and established as such in the particular case.

Charges Fell Down

The effect of the Board's decision is that it holds that the Attorney-General of Ontario completely failed to establish that any practice of the wholesalers or manufacturers complained of was to the detriment of the public or against their interests. All that was shown was that certain private interests as against the opposition in concert of the Wholesalers' Association, and the members thereof, who, although themselves no doubt engaged in advancing of their personal interests, had not in the effort asked or secured anything to the detriment of or against the interests of the public.

The board suggests that if its view of the law is considered wrong, it will expedite an appeal to the Supreme Court of Canada. It will be recalled that the board rendered an interim judgment at the conclusion of the hearing in March last at Hamilton and Toronto in which it expressed the view that the case had failed to prove the thing suggested to the Attorney-General of Ontario; that if he saw fit the board would grant leave to him to prosecute in the criminal courts. He did not institute a prosecution but recently issued a writ in the Ontario courts at Toronto calling for the dissolution of the Wholesale Grocers' Association of Canada and Ontario, as unlawful trade combinations.

Some days ago the secretary of the Wholesale Grocers' Association made the statement that the writ had not been served.

New Members for the Board of Commerce

Capt. William White, K.C., Former Secretary, is Now Chairman—F. A. Acland and C. A. Dillon Are the Other Members

AN order-in-council was passed on the day after prorogation with respect to the oBard of Commerce. In view of the appeal now pending before the judicial committee of the Privy Council as to the validity of the act under which the board was established, the appointments which have been made are to be regarded temporary.

Captain William White, K. C., the former secretary of the board, has been appointed chairman, and the other two vacancies have been filled by the appointment of F. A. Acland, Deputy Minister of Labor, and G. A. Dillon, purchasing agent of the Department of Justice.

These two gentlemen have been given leave of absence from their present duties in order that they may discharge effectively the responsibilities placed upon them as members of the board.

In addition to his experience with the Board of Commerce as secretary Capt. William White, K. C., has had considerable legal and military experience, chiefly in the West. He was born in Hamilton, Ont. He was called to the bar in 1882 and he practised for 15 years in the Northwest Territories (now Saskatchewan). He practised law two years in British Columbia and five years in the Yukon. He was made a queen's counsel Yukon. He was crown prosecutor for Eastern Assiniboia from 1887 to 1897. In politics Capt. White represented Regina in the Northwest Council from 1883 to 1886. He contested the Revelstoke, B.C., riding in the Federal elections of 1898.

Capt. White served through the rebellion of 1885 against Louis Riel, when he held rank as major. He was 30 months overseas in the late war with rank of captain.

He lived in Vancouver, B.C., for some years previous to taking up the secretaryship of the Board of Commerce at its inception last July, which post he has filled since that time.

London Grocers Make Protest

London, Ont., (Special).—At a meeting of the Retail Grocers' Association held on Monday it was unanimously decided to make a vigorous protest to Ottawa against the recent order of the Board of Commerce requiring grocers to fill in detailed report forms showing the cost of all merchandise, from whom it was purchased, the selling price, profits, losses and taxes. The general opinion of the grocers was that such a proceeding was expensive, unnecessary, and would mean in a great many cases the employment of an accountant. In addition to sending a resolution to Ottawa the local grocers plan to take the matter up with each individual member of Parliament in the district and ask him to use his influence to have the order modified or rescinded on the ground that it is inefficient and bad for business.

REGISTRATION FEE ON MAIL INCREASED

According to an amendment to the Post Office Act passed during the recent session of Parliament, the registration fee on letters and other matter mailed in Canada is fixed at ten cents (10c) per each letter or article.

The above fee shall apply to all registered mail matter posted in Canada on and after the 15th July, 1920.

The public are advised in order that they may see that all registered matter is fully prepaid as regards both postage and registration fee.

FEDERAL INCORPORATIONS

B. C. Sugar Refinery, Limited. Incorporators: Mary Isabella Rogers and Alix Rogers, widows; John William Fordham Johnson and Robert Adamson, manufacturers; and Ernest Theodore Rogers, student—all of Vancouver. Capital $10,000,000, divided into 100,000 shares of $100 each. Chief place of business, Vancouver.

NOVA SCOTIA APPLES TO BE PACKED IN BOXES

Kentville, N.S.—The annual meeting of the United Fruit Company, Limited, was held in Kentville recently. The turnover last year was $3,000,000. It was decided that hereafter apples shall be packed in boxes instead of barrels. This will place them, as far as packing is concerned, on a par with Western apples.

Making Sales of Candy Worth While

A. Hembling, Jasper Avenue, Edmonton, Says Display of Candy Brings Results—One Case Shows High-Grade Confections, and Another One Displays the Cheaper Lines.

By STAFF CORRESPONDENT

COMMENCING business five years ago in a small stall in the market, A. Hembling, Jasper avenue, Edmonton, Alta., has, he says, by hard work and diligent effort, built up a grocery trade that is very gratifying. His present premises bear out his assertions as to growth and expansion, and the facilities that he now has at his disposal, in order to bring service to the desired efficiency, are worthy of mention. From the accompanying reproduction of the interior of his store, it will be noticed that he has three scales, a counter with a display front, and each department so arranged as to make for convenience.

Increasing sales of candy have been a feature in the store of A. Hembling. Two handsome show cases have assisted in the growth of this candy trade. One is for the display of the better grade bulk and box candy, and the other one for the cheaper class of confections. Formerly all candies were kept in the same case. Last year the case for the cheaper candies was purchased, and Mr. Hembling declares that it paid for itself in three months. It is placed well to the front of the store. Cigars and tobaccos are also shown in another silent salesman, and sales of them figure satisfactorily in the year's turnover.

Illustrating the interior of A. Hembling's store on Jasper Ave., Edmonton, Alta. The feature of this store is the convenient equipment and fixtures that predominate.

Fruit and Vegetable Display

Displaying fruit and vegetables is another merchandising idea of Mr. Hembling that brings results. Special bins that Mr. Hembling built himself show fruits, vegetables, and nuts in the shell to advantage. They are built off the floor and no dust or dirt collects under or around them.

The whole appearance of the store is neat and clean, with special effort directed towards the arrangement, to bring about the greatest results from a selling standpoint. The tops of the shelves are always decorated, and are never used for storing dead stock. The meat counter is at the back of the store.

A motor truck for delivering was added last year, and Mr. Hembling states that it does the work of three horses. Through his advertising, he has educated the people as to when the delivery leaves the store, and the system has worked out satisfactorily.

Prune Crop Smaller than at First Estimated

Two Days of Extremely Hot Weather in California Has Stunted the Growth and Reduced the Tonnage—Opening Prices Named by Some Shippers.

"I LEFT San Jose, California, on the twenty-ninth of May for Vancouver and every indication pointed toward a large crop of prunes, probably 180,000,000 pounds," stated George O. Sainsbury, travelling representative of the California Prune and Apricot Growers, Inc., San Jose, California, in an interview with Canadian Grocer, "but for two days, June 23 and 24, California had two of the hottest days ever experienced; in fact it was 110 degrees in the fruit growing districts, and with prunes in their most critical stage, it is believed considerable of the fruit has been stunted to such an extent that the tonnage will be greatly reduced and will stop the growth and affect the size materially."

"Last year," continued Mr. Sainsbury, "our association put on a campaign for 52,000 additional acres and we now have a membership of 10,000 and about 87 per cent. of the crop. Our association will not name prices until it is practically known what the crop is and then prices are set according to crop and market conditions. My own opinion is that although the crop will be smaller, the prices will not be any greater than last year.

"Some of the independent packers have named opening prices and they are higher than last year. These high prices are caused not by the buying market as last year, but by the independents, comprising only 13 per cent. of the growers, who are demanding higher prices than those in our association. However, it will be about five months before the new crop arrives on the market and it is a difficult matter to forecast what will happen by that time."

Some Shippers Name Prices

Some shippers have sent opening prices on prunes for the 1920 crop. Figured on a 10 per cent. exchange basis the prices on Californias laid down in Toronto are as follows: 30-40, 26¼ cents; 40-50, 25 cents; 50-60, 22.34 cents; 60-70, 20.75 cents; 70-80, 19.04 cents; 80-90, 17.39 cents; 90-100, 15.75 cents.

On Oregon Italians figured on the same basis as the above the prices are: 30-40, 24½ cents; 40-50, 22.20 cents; 50-60, 20.42 cents; 60-70, 19.04 cents; 70-80, 17.40 cents. These prices show advances from 1¼ to 5 cents per pound over the opening prices of last year. The shippers advise that considerable effort has been made on the part of packers to make contracts with growers for the growing crop, which at present promises to be considerably less than last year. While this does not absolutely determine that prices will be higher during the coming season than last year, it must be said that it does not look as if prices would be lower.

FIRE DAMAGES GROCERY

Fire of unknown origin broke out at 241 Berkeley, Toronto, a grocery store owned by Frank West, at 6 a.m. Sunday. Damage to the building was $200 and to the contents $400.

Believes Cash System the Better Way

Walter Paul, Montreal, Makes New Departure for His Business, and Recently Opened a Cash and Carry Store on St. Catherine Street—Develops an Entirely New Trade.

THERE has been a new store opened on St. Catherine Street, Montreal, where the cash and carry system is in vogue. It is a branch of the Walter Paul grocery store on University Avenue, and is under the direction and management of George Paul and Frank Lamere. It is very spacious, having an entrance from St. Catherine Street, and stretches back to the next street with another entrance and large window facing Dominion Square. The window on St. Catherine Street is perhaps the largest grocery window in Montreal, and on it Mr. Paul depends to attract the passing trade. Consequently no effort is spared to make it attractive. As the St. Catherine Street frontage is not large, a novel plan is adopted to use all the window space possible and yet have an entrance from the main street. This window is even with the sidewalk, and is as wide as the whole front of the building, but it tapers back so that there is room for a good sized entrance from the arcade thus formed. The neighboring store has adopted the same plan so that between the two there is quite a hallway or arcade formed that is very inviting to the passing public. The rear windows are large and of the usual design.

The cash and carry system is a new departure for Walter Paul Ltd., since for years they have been running a large grocery business on the old credit system. George Paul, when approached by Canadian Grocer, expressed himself as very well pleased with the new plan.

A Better Investment

"There is no doubt," said Mr. Paul "that the cash system in these days of high costs is the better system. The grocer buys his stock and at the best is allowed thirty days. If he is attempting the credit system he has not his returns by that time, and he is forced to raise the money the best he can. It it not a question altogether whether his accounts are good. It is a question of whether his returns are quick enough to enable him to buy as heavily as is necessary. We have found that by the new plan each night we have so much cash to take to the bank instead of so many bills to be written up in our books.

A Quicker Turnover

"There is also another side to the story. A man is satisfied with smaller profits on a quick turnover as it is eventually the same interest on the outlay. Besides the 'cash' side there is the 'carry.' That eliminates a big expense, and, as a result we are able to cut down the cost to our customers. People these days do not object in the slightest to carrying parcels if they are convinced that by doing so they are saving money. There has been so much said lately about cash and carry that the majority of people are looking for it. Then, too, this is the day of the automobile, when people who buy largely will come to inspect their buying and are not at all inconvenienced in taking home their parcels in the automobile."

Illustrating the new cash and carry store of Walter Paul, on St. Catherine Street, Montreal, a branch of the main store on University Avenue.

Entirely a New Trade

Canadian Grocer enquired of Mr. Paul if he found that some of the customers from his other store were coming to the cash and carry establishment. The answer was that only in a very few instances had they noticed it, and then it is generally such a little article that has attracted attention.

Frank Lamere, the manager of the store, in conversation with Canadian Grocer, said:

"Each week we run some special line, a special bargain or put a special price on some vegetables, of which we were able to buy a large supply. This proves an attraction to the public, and once inside the store they buy more than they intended. We have put price tags on all the articles in the store. There is not a doubt that it is a very good scheme. For instance, a lady enters the store and the clerks are all so busy that she cannot be waited on at once. The prices interest her. Each article acts as a silent salesman for itself, and instead of going out before she is waited upon she is surprised how quickly her turn comes. This we have watched carefully and found that the power of suggestion by price tickets makes many sales that could not have been otherwise gathered in a busy store.

Advertising Counts

"We do considerable advertising in the daily papers," continued Mr. Lamere. "We advertise special prices each week, and as a proof that they are read we have people coming in asking for a particular price on an article and when they find that the price is not what they expected, they reply that a week ago such and such a price was advertised. Besides this we have had a half page announcement in both the French and the English papers. In this we state that there is a splendid place for parking cars at the Dominion Square entrance. As a result we have noticed the motors coming to the other entrance regularly. There is no doubt that a grocer can make good use of the local papers if it is properly done.

Better Buying with Cash

"All the buying is done at the other store and we are able to buy large quantities and so command a better price from the manufacturers and wholesalers. With the ready cash such as a man has at his command by this system, bargains are easily picked up and a better stock is at hand. Cash always has the preference in any market.

A High Salary Clerk Profitable

"We have at the present time a staff of eight clerks, and on Saturdays we have to take on extra help, almost doubling our numbers. We have found by experience that it is more profitable to employ experienced clerks and pay bigger salaries than to pay smaller wages for inexperienced help. Our only difficulty at present is to find men worthy of a big salary and still not take them from our neighbors.

System in Operation

"The system we employ is to write a

Continued on page 36

Every Article of Food Representing a Mixture, an Imitation or a Substitute, Must Be Plainly and Correctly Labelled as Such

Food and Drugs Bill Declares the Words "Pure" or "Genuine," or Words Equivalent to These Terms, Shall Not be Used on the Labels or in Connection With Such Articles

Food Is Misbranded If Not Labelled So as to Indicate Its Real Character

Double Penalty Imposed if Offence is Wilful and Accused is to be Held Liable for Costs of Prosecution Even When Case Has Been Discharged—Must Watch Labelling

IN ORDER that the grocer may have on file a copy of the Food and Drugs Act, (Bill 27), which has been amended by the Senate and which is on the statute books of the Dominion, and in response to numerous requests from all parts of the country. Canadian Grocer is publishing herewith the full text of the latest legislation affecting the grocer. The act, as amended by the Upper Chamber after going through the Commons, is as follows:

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

(1). This Act may be cited as The Food and Drugs Act, 1920.

DEFINITIONS

(2). In this Act, and in any regulation made under this Act, unless the contect otherwise requires,—

(a) "Department" means the Department of the Government under which or in connection with which this Act is administered;

(b) "Dominion analyst" means any analyst appointed for the purposes of this Act and includes the Chief Dominion Analyst and the Assistant Chief Dominion Analyst;

(c) "drug" includes all medicines for internal or external use for man or animal;

(d) "food" includes every article used for food or drink by man, and every ingredient intended for mixing with the food or drink of man for any purpose whatever;

(e) "inspector" means any person duly appointed for the purpose of carrying out the provisions of this Act;

(f) "magistrate" means and includes any judge of the sessions of the peace, recorder, police magistrate, two justices of the peace or any magistrate or court having the power or authority of two or more justices of the peace;

(g) "Minister" means the Minister charged with the administration of this Act;

(h) "package" includes any box, bottle, basket, tin, barrel, case, receptacle, sack, bag, wrapper or other thing in which any article is placed or packed;

(i) "sample" means a sample of any food or drug taken under the provisions of this Act or of any regulation made hereunder.

ADULTERATION

3. (1) Food shall be deemed to be adulterated within the meaning of this Act,

(a) if any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength;

(b) if any inferior or cheaper substance has been substituted wholly or in part for the article;

(c) if any valuable constituent of the article has been wholly or in part abstracted;

(d) if it consists wholly or in part of any diseased or putrid or rotten animal or vegetable substance, whether manufactured or not;

(e) if it is obtained from a diseased animal, or from an animal fed upon unwholesome food;

(f) if it contains any added poisonous ingredient, or any ingredient which may render it injurious to the health of the person consuming it, whether added with intent or otherwise; or,

(g) if its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability fixed by the Governor in Council as hereafter provided.

Inspectors Are to Have the Right to Examine Even All Customs Entries

(2). In the case of milk any adulteration shall be deemed to be injurious to health.

RECOGNIZED STANDARDS

4. (1) Every drug shall be deemed to be adulterated within the meaning of this Act if its strength, quality or purity falls below the professed standard under which it is sold; or if, when offered or exposed for sale under or by a name,—

(a) recognized in the latest edition of the British Pharmacopoeia; or,

(b) recognized in the latest edition of any foreign pharmacopoeia; or,

(c) which is not recognized in any pharmacopoeia, but is found in some generally recognized standard work on materia medica or drugs;

it differs from the standard of strength, quality or purity laid down therein.

(2) Unless a drug is sold in such a manner as plainly to indicate that its quality is to be judged by an authority other than the British Pharmacopoeia, and such authority is named, it shall be deemed to be adulterated unless it conforms to the standard of strength, quality and purity for such drug as these are defined by the latest edition of the British Pharmacopoeia.

5. Food shall be deemed to be misbranded within the meaning of this Act,—

(a) if it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale and is not plainly and conspicuously labelled so as to indicate its true character;

(b) if it is stated to be the product of a place or a country of which it is not truly a product;

(c) if it is sold or offered for sale by a name which belongs to another article;

(d) if it is so colored or coated or powdered or polished that damage is concealed, or if it is made to appear better or of greater value than it really is;

(e) if false or exaggerated claims are made for it upon the label or otherwise;

(f) if in package form, sealed by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under The Meat and Canned Foods Act, and provided further that the Governor in Council may make regulations deferring the operation of this subsection, in whole or in part,

Thinks Year Will Be Allowed Trade For Cleaning Up

Making public his views on the Food and Drugs Act, C. J. Bodley, secretary of the Chocolate, Biscuit and Confectionery Industries of Canada, says:

"As far as our leading Biscuit, Chocolate and Confectionery manufacturers are concerned, I believe that this Act will meet with approval. We certainly cannot make any objection to these clauses, which, while they lend protection to the public in the matter of food purity, also give the legitimate manufacturer protection against firms who are not so particular about the purity of their quality and the honesty of their weights

"It will be noted, should this Act become law, that all packages of 2 ounces and over will have to be stamped with the net weights. It might be mentioned in this connection that we asked the Government for a suspension of this and other provisions of the Act for a period of eighteen months. It is by no means certain that such a period will be granted, but I think that we can confidently look for a period of at least one year from the passage of the Act for the cleaning up of old stocks of labels and preparing for the observance of this Bill."

Copying of Labels Is to be Checked By the Latest Act

"With reference to Clause (b), Section 14," reports C. J. Bodley on the Food and Drugs Bill, "it might be surmised that the Government intended to take into their control the designation of color and the size and contents of every manufacturer's label. This, of course, would be impossible. It is the intent of this clause to place in the hands of the Government power to prevent unscrupulous manufacturers from copying the label of a firm which has become known through years of usage. Suppose you have a good selling line which you have spent money to popularize, and this article has a splendid sale, and some competitor without the power of initiative, copies your label, making the wording as close as he can, with the evident intention of fooling the buying public. On complaint, the department will have the power to prohibit such competition, as it is quite possible for us to conceive that a firm who would copy another man's packages, labels, etc., would not be particular about the quality of his contents, thus creating in the public mind dissatisfaction."

for such period as he may prescribe up to the first day of July, 1923.

(g) if sold as a compound, mixture, imitation or substitute, it is not labelled in accordance with the requirements of this Act;

(h) if the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients or the substances contained therein, which statement, design or device is false or misleading in any particular; or,

(i) if the package containing it, or the label on the package, bears the name of an individual or of a company, claimed to be the manufacturer or producer of the article, which individual or company is fictitious or non-existent.

6. Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labelled as such; and the words "pure" or "genuine" or words equivalent to these terms, shall not be used on the labels or in connection with such articles, and such articles shall be so packed, marked or labelled as not to be likely to deceive any person with respect to their true nature.

PROCURING SAMPLES

7. (1) Any inspector may procure samples of food or drugs from any person who has such articles in his possession for the purpose of sale, or who sells or exposes by purchasing the same or by requiring the person in whose possession they are to show him and allow him to inspect all such articles in his possession, and the place or places in which such articles are stored, and to give him samples of such articles on payment or tender of the value of such samples

(2) An inspector may, if he has reason to believe that any article of food or drug is held or exposed or offered for sale in violation of the requirements of this Act, seize and hold such article until a sample taken by him and submitted for analysis to a Dominion analyst has been reported upon.

(3. Any inspector when authorized thereto by the Minister shall have the right to examine any customs entries of imports of food or drugs into Canada and shall have the right to take samples of any food or drug sought to be imported into Canada and to submit such samples for analysis to a Dominion analyst for examination and report, and in any case where samples are taken hereunder such food or drug shall not be delivered to the importer or consignee until the Dominion analyst has reported upon the samples taken; and if he reports that the food or drug is adulterated or misbranded, such food or drug shall not be admitted into Canada for use as a food or drug.

ANALYSIS

8. (1) The inspector procuring any sample with the intention of submitting it to be analysed shall, after the transaction has been completed, forthwith notify the seller, or his agent selling the article, of his intenton to submit it to a Dominion analyst for analysis, and shall, except in special cases as provided by regulations under section fifteen of this Act, divide the article into three parts to be then and there separated and each part marked and sealed up or fastened up as its nature may permit. The inspector shall deliver one of such parts to the seller or his agent, and he shall send the other two parts to the Department for analysis.

(2) The person from whom any sample is obtained under this Act may require the inspector obtaining it to annex to the vessel or package containing the parts of the sample which he is hereby required to transmit to the Department the name and address of such person, and to secure with a seal or seals belonging to him the vessel or package containing such parts of the sample, and the address annexed thereto, in such a manner that the vessel or package cannot be opened or the name and address taken off without breaking such seals; and the certificate of the analyst shall state the name and address so annexed to the vessel or package, that the vessel or package was not open, and that the seals securing to the vessel or package the name and address of such person were not broken until such time as he opened the vessel or package, for the purpose of making his analysis, and in such case no certificate shall be receivable in evidence unless there is contained therein such statement, or a statement to like effect.

(3). When the inspector has, by means aforesaid, procured samples of the articles to be analysed, he shall send the same to the Department for purposes of analysis, and if it appears to the Dominion analyst that the sample is adulterated or misbranded within the meaning of this Act the Dominion analyst shall so certify, stating in such certificate whether such adulteration is, in his opinion, injurious to the health of the person consuming the same or not; and the certificate so given shall be received as evidence in any proceedings taken against any person in pursuance of this Act, subject to the right of such person to require the attendance of the Dominion analyst for the purpose of cross-examination.

(4) A copy of such certificate shall be forthwith furnished by the Department to the person from whom the sample was procured.

NOTICE OF APPEAL

9. (1) If the person who supplied the article respecting which the certificate referred to in the last preceding section is given, deems himself aggrieved thereby, he may, within twenty days of the receipt of the copy of such certificate furnished to him, notify the minister in writing that he intends to present evidence in his own behalf to controvert the certificate of the Dominion analyst, stating in full the nature of such evidence. In the absence of such notice the certificate of the analyst shall be taken as final.

(2). Should the evidence submitted by the person above referred to be such as in the opinion of the Chief Dominion Analyst to justify further investigation, the Chief Dominion Analyst may cause the second part of the sample submitted to the Department, as provided in section eight, to be analysed to his satisfaction, and a certificate of such analysis signed by the Chief Dominion Analyst shall be final and conclusive evidence of the facts therein set out.

10. (1) Nothing contained in this Act shall be held to prevent any person from submitting any sample of food or drug for analysis to a Dominion analyst, or from prosecuting the vendor thereof if it is found to be adulterated or misbranded within the meaning of this Act.

(2) The person submitting such sample shall at the same time deposit with the Dominion analyst the amount of the fee prescribed for such analysis; and all such money shall be deposited by the Dominion analyst to the credit of the Receiver General.

11. (1) The Council of any city, town, county or village or other municipality, may appoint one or more inspectors of food or drugs, and any such inspectors may require a Dominion analyst to analyse any samples of food or drugs procured by him if such samples have been procured in accordance with the requirements of this Act.

(2) Such Dominion analyst shall, on payment of the prescribed fee, forthwith analyse the same and give the inspector a certificate of such analysis.

(3) Such inspector may prosecute any person manufacturing, selling or offering or exposing for sale within the city, county, town or village for which he is appointed inspector any article of food or drug which has been certified by a Dominion analyst to be adulterated or misbranded within the meaning of this Act.

(4) All penalties imposed and recovered at the suit of any such inspector shall be paid into the revenue of the city, county, town or village by the council of which such inspector was appointed, and may be used in such manner as the council of such city, county, town or village may direct.

SEIZURE

12. (1) Whenever any article of food or any drug is reported by a Dominion analyst as being adulterated or misbranded within the meaning of this Act, the Department may order such article, and all other articles of the same kind which were in the same

Neither Chocolate Bars Nor Chewing Gum Require Stamp

In his report to the Confectionery Association on the Food and Drugs Bill Secretary C. J. Bodley states that at a meeting in Mr. Rowell's office each clause was taken up separately and thorough discussion invited. As a result concessions were made and explanations given, which convinced those present that the Bill had very strong features, which would commend themselves to the majority of the members.

"In Section 5, Clause 'F,' it will be noted," reported Mr. Bodley, "that all sealed packages will have to bear the correct weight. No provision was made for the exemption of even the smallest article. On careful presentation of our views in connection with small packages of confectionery, the minister very freely gave his consent to a revision of this clause, exempting packages under 2 ounces, thus making it unnecessary to stamp the weight on such lines as chocolate bars, chewing gum, etc., etc."

place at the time the article analysed was obtained, to be seized by an inspector and detained by him until an analysis of a sample of the whole is made.

(2) If the Dominion analyst reports to the Department that the whole or any part of such articles of food or drugs as have been submitted for analysis by the aforesaid inspector is adulterated or misbranded, the Minister may declare such articles, or so much thereof as the Dominion analyst reports to be adulterated or misbranded, to be forfeited to the Crown, and they shall be forfeited accordingly, and may be disposed of as the Minister directs.

13. The Chief Dominion Analyst shall report from time to time to the Minister the number of articles of food and drugs analysed under this Act, and shall specify the nature and kind of adulteration detected, the nature and kind of misbranding found thereon, together with all particulars regarding the vendors and manufacturers of such articles, and the reports of the Chief Dominion Analyst shall be printed and published for the information of the public at such times and in such manner as the Minister directs.

14. (1) The Governor in Council shall have power to make regulations,—

(a) prescribing standards of quality for and fixing the limits of variabilities permissible in any article of food or drug the standard of which is not otherwise prescribed by this Act or The Meat and Canned Foods Act;

(b) requiring a label to be attached to any article of food or drug designed to prevent the public or the purchaser being deceived or misled as to the character, strength, quality or qunatity of the article.

(2) All regulations made under this section shall be published in the "Canada Gazette."

REGULATIONS

15. The Governor in Council shall have power to make regulations,—

(a) prescribing the duties of inspectors appointed under this Act;

(b) prescribing a tariff of fees to be paid for analysing any article of food or drug;

(c) prescribing that a portion not exceeding one-half of the fine imposed upon any person violating the provisions of this Act may be paid to any person who has given information leading to conviction in the case in question; provided that no portion of any fine shall be paid to any Dominion analyst or to any inspector or to any employee in the Department;

(d) for carrying out the provision of this Act;

(e) for deferring from time to time the operation of any portion of this Act until July first, nineteen hundred and twenty-two, where deemed necessary or expedient to allow of the disposal of stocks on hand.

16. (1) Every person who by himself or his agent or employee manufactures for sale, sells, offers for sale or exposes for sale, any article of food or any drug which is adulterated or misbranded, shall be guilty of an offence, and,—

(a) if such adulteration is deemed to be injurious to health within the meaning of this Act, shall for a first offence be liable upon summary conviction to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding five hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment; and,

(b) if such adulteration is not deemed to be injurious to health within the meaning of this Act, or if the article is misbranded, shall for a first offence be liable upon summary conviction to a fine not exceeding one hundred dollars and costs and not less than twenty-five dollars and costs, or to imprisonment for any term not exceeding three months, and for each subsequent offence to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment.

Established Manufacturer Likes Protection From Shady Operator

Speaking as a manufacturer, W. H. C. McEachern, sales manager fo the Patterson Candy Company, says: "We like the Food and Drugs Act ana most of the confectioners are quite satisfied, for it is the shady operator who is putting in light weights that is hit. We have been given the assurance that anything under two ounces will be left out and as that exempts the nickel chocolate bar, which is not sold by weight and on which, therefore, there is no chance of misrepresentation, it makes the legislation not too bad from our point of view. The established manufacturer, I might say, likes the act as it protects him from the shady operator."

(2) In all cases where the adulteration is proved to have been wilful the penalties imposed by this section shall be doubled.

WANT OF KNOWLEDGE

17. (1) If the person accused proves to the magistrate before whom any prosecution is brought for selling, offering or exposing for sale any article of food or drug that is adulterated or misbranded, that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector, and also proves that he sold it in the same state as that in which he purchased it and that he could not with reasonable diligence have obtained knowledge of its adulteration or misbranding, he shall be discharged from such prosecution, but shall be liable to pay the costs incurred by the prosecutor, unless he has given due notice to him or gives notice in court that he will rely on the above defence and has called or calls the party from whom he purchased the said article into the case as hereinafter provided.

(2) If the person presenting such defence shall, upon his sworn declaration that he purchased the article in good faith and as provided for in the last preceding subsection, obtain a summons to call such third party into the case, the magistrate shall at the same time hear all the parties and decide upon the entire merits of the case, including the question of costs, not only as regards the person originally accused, but also as regards the third party so brought into the case.

18. No conviction, judgment or order in respect of an offence against this Act shall be removed by certiorari into any of His Majesty's courts of record.

19. If any sum of money within the limits of the penalties provided by this Act is voluntarily paid to and accepted by the Minister as a penalty and costs for a first offence under this Act, such sum of money may be dealt with as if lawfully recovered upon a prosecution

20. If after being requested to do so by an inspector any person who has in his possession or under his control any food or drug refuses or omits to show the inspector the place in which such articles are stored, or refuses or fails to admit the inspector into every such place, or refuses or omits to show the inspector all or any of such articles in his possession, or to permit the inspector to inspect the same, or to give any sample thereof, or to furnish the inspector with any light or assistance he requires for any of such purposes, he shall be guilty of an effence, and shall be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment.

PENALTIES

21. Any material found in possession of a manufacturer of food or drugs, or in any of the premises occupied by him as such, and being apparently of a kind which might be employed for purposes of adulteration and for the possession of which he is unable to account to the satisfaction of an inspector, may be seized by such inspector and a sample of such material submitted for identification to a Dominion analyst. Should the Dominion analyst's certificate prove the material to be of such a kind as might be used for purposes of adulteration, the manufacturer shall be deemed wilfully to have exposed for sale adulterated food or drugs, and shall be liable, upon summary conviction, for a first offence, to a fine not exceeding two hundred dollars and costs, and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding five hundred dollars and costs and not less than one hundred dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment, and the material in question shall be forfeited to His Majesty, and may be disposed of as the minister may direct.

Fine Ranges Between Fifty Dollars and Two Hundred for Deception

22. Every person who attaches to any article or package of food or drug sold or offered or exposed for sale any label or mark containing any untrue or misleading name, device or statement, or who neglects or refuses to label or mark any article or package of food or drug in accordance with the requirements of this Act, shall for a first offence be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding three hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months, or to both fine and imprisonment.

23. (1) Any expenses incurred in connection with procuring and analysing any food or drug, together with necessary travelling expenses of any inspector or Dominion analyst, shall, if the person from whom the sample is taken is convicted of having in his possession, selling, offering or exposing for sale any food or drug adulterated or misbranded in violation of this Act, be deemed to be a portion of the costs of the proceedings against him, and shall be paid by him accordingly.

(2) Such expenses of prosecution shall also include a reasonable counsel fee, in the discretion of the magistrate.

(3) In the case of a private prosecutor, if the prosecution is dismissed as being instituted without reasonable and probable cause, the costs of defence shall be taxed against the prosecutor.

OTHER REMEDIES

24. Nothing in this Act contained shall affect the power of proceeding by indictment against any offender, or take away any other remedy against such offender.

25. Except as herein otherwise provided, all fees paid and penalties recovered under this Act shall form part of the Consolidated Revenue Fund of Canada.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - General Manager

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"ONE OF THE MOST IMPORTANT JUDGMENTS EVER HANDED OUT TO THE MERCANTILE WORLD"

WHAT is characterized as one of the most important rulings handed out to the mercantile world by any court in Canada, is that made by the Board of Commerce in the case of the Wholesale Grocers' Association, of Hamilton, which was recently investigated. The judgment establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed resale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price. A combination of wholesalers would also be empowered to refuse to trade with a manufacturer who does not adhere to a policy which may be requested by the wholesaler. Traders are also permitted to associate for the purpose of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreement or combining on any matter, unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public; and whether it does so is a matter of fact which must be proved and established as such in the particular case.

Some retailers have thought that with the disruption of the Board of Commerce, owing to the resignation of its three members, the regulations enforced by the Board would be invalid, but such is not to be the case. Some of the resignations do not take effect yet for some time and meanwhile the Government is taking steps to deal with the matter, and the regulations such as that outlined above remain in effect.

ADULTERATED BUTTER AGAIN IN THE LIMELIGHT

ANOTHER merchant has been fined $25.00 and costs for selling butter mixed with oleomargarine as dairy butter. This is the third conviction in Toronto in the past two weeks. In all of these cases the merchants stated that the article was sold to them as fresh dairy butter and that they paid the market price for it. It was also stated by these merchants that the butter was purchased from people who drove up to their doors. The practice of purchasing butter from strangers without a guarantee of its purity cannot be too strongly condemned. There is no doubt that a great deal of butter of a spurious nature is being offered to the trade by unscrupulous dealers and the merchants cannot be too careful in purchasing their supplies of butter, to make sure that they are getting what they pay for.

EDITORIALS IN BRIEF

NEVER forget in the planning of window displays or in the buying of stock that it takes all sorts of people to make even your little business world, and that no two people of them all, perhaps, have just the same likes and dislikes. Buy with a thought of variety in mind. Put variety into your window displays.

* * *

NOTHING kills trade more than to have Mrs. Very-Particular come in and say: "I'd like to see some of that cheese you are advertising," only to have the clerk acknowledge that he does not know what is being advertised. Keep posted and when a customer asks for such a thing, see that she goes away with the impression that the salesmen know their business.

Average Percentages for Expenses

Twenty Per Cent. Regarded as a Safely Conservative Figure to Adopt in Making General, Typical Computations—Some Valuable Details for Comparison.

By HENRY JOHNSON JR.

HARVARD'S last grocery bulletin, wherein are summed up the results of five years' investigation, shows that the average expense ratio is less now than formerly. This because, while practically every item of expense has increased, prices have increased in greater ratio. So the average expense bill is lower.

Meantime, the ratio of margin on sales has declined at practically the same rate as expense. The grocer to-day is making no more net money on his sales than he used to do. Hence, his proportion of net profit is less to sales than it was four or five years ago. Consequently, he is serving the public now more cheaply than ever before.

Harvard's figures are based on reports from 1,076 grocers so apportioned over the country, that, in Harvard's opinion, they represent general conditions. Such reports are supplemented for the 1918 period by only 197 reports. But Harvard says those are similarly so scattered as fairly to represent the whole. Hence we have here very nearly a survey of the country.

Some Valuable Details for Comparison

I know that 21 per cent. is not far from the maximum margin to be earned on the average by skillful grocers. I have regarded 20 per cent., therefore, as a safely conservative figure to adopt in making general, typical computations. Similarly, I have taken 16 2-3 per cent. as a safe figure to represent average expense in the grocery business. Then I have taken 3 per cent. as representing the profit—net—on sales which any good tradesman could expect to earn year after year.

But Harvard's new figures lead to the conclusion that we must revise many ratios downward and prepare to work out all problems more minutely than ever if we are to remain among the successful, money-making class of grocers. For here we have an average margin of only 16.9 per cent.—over 3 per cent. less than the gross I have been using. This shows a total average spread between cost and sale prices almost as narrow as my customary allowance for expense alone.

Then follows the showing of 14 per cent.—flat—for expense—2 2-3 per cent. inside my figures. What is left is inside of 3 per cent.—2.9 per cent. to be exact—though Harvard's tables show only 2.3 per cent., due to the deduction of some losses among the limited number investigated.

Whatever may have been our individual experience during the past few years we have here facts and figures of immense value for comparison with what

HENRY JOHNSON, Jr.

we are doing now. For no matter how prosperous we may have been hitherto, nay, even because of any prosperity we may have enjoyed in the immediate past, we must scan the future with greater care, more minutely than ever before.

We must take these new figures as new standards toward which to work. We must feel that so long as any of our costs exceed the averages of these details, they need searching examination. This does not necessarily mean that no merchant's figures can be higher. It does mean that if any merchant's are higher, it is up to him to dig into them carefully that he can cut them down or know precisely the reason why the excess is justified in his case.

Detailed List of Expense Item

Here is the tabulation of "common" or average figure for each constituent of the general expense account. Being a common figure—not the lowest—there is all the more reason why most merchants should seek to live within the amounts given, or know the reason why. Probably I shall have occasion to examine some of the details more at length later on. Now they are inserted merely as a set of "index numbers":

	%	%
Wages of Sales Force	4.7	
Advertising	0.2	
Wrappings and other Selling Exp.	0.55	
Total Selling Expenses		5.8
Wages Delivery Force	1.4	
Other Delivery Expense	1.0	
Total Delivery Expense		2.4
Buying, Management and Office	1.6	
Office Supplies, Postage, etc.	0.1	
Total Buying and Management		1.7
Total Interest	0.9	
Rent	1.1	
Heat, Light, Power	0.25	
Taxes (except inc. and bldgs.)	0.13	
Insurance (except bldgs.)	0.14	
Repairs, Store Equipt.	0.08	
Depreciation, equipt.	0.25	
Total Fixed Charges and Upkeep.		3.0
Miscellaneous Expense		0.5
Bad Debt Losses		0.4
Total Expense		14.0

There seem to be some discrepancies. Taking the details as given above, I make the first total 5.45 instead of 5.8; the fourth, 2.85 instead of 3; the final, 13.3 instead of 14. But that is not material. The important thing is to examine every item in your expenses and see how closely it conforms to its corresponding total in these tabulations.

Relation of Stock-Turn to Profits

Here is an important observation of Harvard:

"The rapidity with which stock is turned is ordinarily a good index of the management. In 1918, stock-turn ranged from 1.8 times to 27.07 times. The common figures was 7.9 times. Over one-fourth turned less than six times and a substantial number of these less than four times."

This is even more important—study it carefully:

"Judging from reports during the past five years, net profit with a stock-turn higher than 10 was about 2½ times as great in percentage of net sales as with a stock-turn of less than six times. The total expense in stores with a high stock-turn was substantially less than in those with a low one. The difference was generally about 3 per cent. The store with the lowest total expense had a stock-turn of 18.4 times."

There is unlimited meat for carefully chewing, digesting, and assimilating for our commercial nourishment in those tabulations, figures and quotations.

* * * * *

Profits in Perishables

Some time ago I wrote on the question: "Are Fruit and Vegetables Profitable?" I emphasized the caution that must be exercised in pricing, culling, etc., to insure the earning of a net profit. This I did because I wished to aid merchants to make real money out of fruits and vegetables—something that is perfectly feasible, provided the department is handled right.

It looks as if I had slightly overdone my cautionary advices, for one merchant writes me that surely I have things twisted. He says he has made money on perishables and semi-perishables all through his long experience as a grocer, and he insists that money can be made if the merchant will use a fair proportion of horse sense.

Undoubtedly that is true. It always was true in my own case. And I think careful reading of what I wrote will point that way, and also leave the impression that with due care not only can money be made, but it can be made with great certainty. Moreover, this department is one that makes not only direct

Continued on page 36

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

O. Charette, Montreal, has bought out the grocery business formerly owned by Mrs. A. Morien.

Geo. Bellanger, Montreal, has bought out the grocery store at 660 Dorchester St., owned by E. Legarde.

M. E. Lariviere has taken over the business formerly owned by A. Lariviere, 253 Wolfe Street, Montreal.

Mr. Pollard, Montreal representative of the Quaker Oats Co., spent the holiday in his home city, Peterborough, Ont.

A. Cherrier has succeeded his father, W. Cherrier, as proprietor of the grocery store at 365 Notre Dame Street, Lachine, Que.

Mr. Desgroseilliers, of the Leonard Fisheries Co., Montreal, returned to his office this week after a two weeks' vacation at St. Remi, Que.

P. R. Minto, late of the Cowan Co., Ltd., Toronto, has come to Montreal to represent the William Paterson Co., Ltd., of Brantford, Ont., manufacturers of biscuits and confectionery.

Mr. Love, manager of Leonard Fisheries Co., Ltd., 22 Youville Sq., Montreal, has left his office for a few weeks to spend his summer vacation at Glen Sutton, Que.

Mr. Hamilton, manager of the Montreal branch of the West India Mercantile Co., 285 Beaver Hall Hill, has been in Toronto several days this week on business.

George King, manager of the beef department of William Davies Co., Montreal, is absent from his office for a few weeks while spending his summer vacation at the mountains.

Charles P. Macklaier, proprietor of the Italian warehouse, 211 St. James Street, Montreal, successors to Fraser, Viger & Co., has opened another grocery store on Union Avenue, just behind Henry Morgan, Colonial House, on St. Catherine Street. The store is to be fitted out with a full line of groceries for carrying on a large business with a delivery system. The store was opened for business on Monday, June 28.

ONTARIO

Frank W. Wade, Ontario representative of Canada for the Procter-Gamble Distributing Co., Ltd., underwent an operation at the General Hospital, Toronto, last week. This week Canadian Grocer learned that he is making satisfactory progress toward recovery and hopes in a few weeks to be back on duty again.

John J. O'Donnell & Co. opened on July 1 offices in Windsor, Ont., as commission brokers and manufacturers' agents. Mr. O'Donnell was formerly in the grocery business in Wallaceburg.

ONTARIO MERCHANTS SHOULD ADD 4 PER CENT. FOR COST OF FREIGHT AND CARTAGE

Editor, Canadian Grocer,—The letter of a Manitoba merchant to Henry Johnson, Jr., and the latter's comments thereon in your issue of June 18, offers much food for thought.

One item which varies considerably from findings in Ontario is the cost of freight and cartage. By careful computation with several merchants buying groceries from me I find 4 per cent. to be much nearer the mark than the figure given in Manitoba.

In the cycle of rising prices, freight and cartage have a large place, for if railroads and railroad employees must have more money, and if petty pilfering is to continue, we cannot ignore the cost.

Any merchant fifty to one hundred miles from base of supply should, in order to arrive at his cost, add 4 per cent., then he will be on the safe side, not otherwise.

I am,
Yours faithfully,
G. E. YORKE.

Toronto, July 5, 1920.

DEATH OF MALCOLM MacLEOD

Malcolm MacLeod died at the Wellesley Hospital, Toronto, on Saturday, the 3rd instant, after an illness of about a month. He was a commercial traveller, well-known throughout Northern Ontario, where his business trips took him for upwards of thirty years and where he latterly represented Messrs. Perkins, Ince & Co.

PUBLICITY CAMPAIGN FOR ST. THOMAS, ONTARIO

Pictorial Envelopes, Illustrating the City, Will be Used by St. Thomas Merchants

The city of St. Thomas, through the co-operative activities of the Retail Merchants' Association and the St. Thomas Horticultural Society, is launching a unique publicity drive. It is known as a "pictorial envelope campaign" and the features are the beauty spots in the city that owe their origin to the splendid work of the horticultural organization. The drive is being instituted for new factories and manufactures and new inhabitants—for a bigger and busier St. Thomas, and every business man in the city has caught the spirit and signed up for envelopes, to be used for all outside correspondence. The initial printing will run nearly one million.

The father of the "pictorial envelope drive," the instigator, is Clarence C. Trull, a member of the R. M. Anderson Co. clerical staff.

NORCANNERS, LTD., NEW MANAGING DIRECTOR

Jacob B. Natvig, Connected With the Norwegian Canning Industry For Many Years Appointed

Jacob B. Natvig, one of the authorities on the subject of Norwegian Fishery Products, has been appointed managing director of Norcanners, Limited. Mr. Natvig continues also as president of the Norwegian Canners' National Association, with which Norcanners, Ltd, now become closely allied. Mr. Natvig will hold both offices and in addition will conduct the affairs of his own company A. S. Sardinfabrikken "Norrig." He is one of the founders of the National Association of Canners and a member of various semi-official commissions which have sought to improve operations and canning methods and is responsible, to a large extent, for the formulation of regulations which have to a degree standardized the packing of Norwegian canned fish.

Norcanners, Ltd., is an organization of approximately one hundred and twenty canners.

Mr. Natvig was born in Stavanger, Norway, in 1878, and entered the export salt fish business, following his graduation from grammar school, in his native city. After two years' apprenticeship he sought the broader field of shipping, devoting himeself, however, to the export of salt herring and salt mackerel. In later years he was instrumental in the organization of A. S. Sardinfabrikken "Norrig," and in 1906 became the first manager of its sardine cannery. In the capacity of field representative of his own concern he paid numerous visits to London and other markets of Continental Europe, his travels including several trips to America.

NIAGARA FRUIT DAMAGE LIGHT

The damage to fruit in the Niagara district as reported in the daily papers has been greatly exaggerated. With the exception of one small district there was practically no damage whatever. Canadian Grocer has been in touch with manufacturers in the dstrict, and one large manufacturer states that the damage done by the storm last Saturday was very light, and with the exception of one district there was no serious injury.

The reports that crops were entirely ruined is not correct, and what little damage was done will not affect the canning industry.

NEWS FROM WESTERN CANADA

Legitimate Grocers Are on the War Path in Vancouver

VANCOUVER, (Special).—The legislation in Vancouver compelling all retail establishments to close at six o'clock certain specified ones such as confectioners, ice cream establishments, fruit stores, etc., has been circumvented in this wise. Many foreign traders do business as grocers until 6 p.m. and then they run a lattice gate across their store in such a way as to leave the candy and cigar counter accessible and then they become confectioners. The law states that any one carrying one or more of about 200 articles is a grocer and as such is subject to the closing law. But the law is not enforced, and dozens of these merchants do a grocery business all day and "carry on" all evening as confectioners, etc. The law says, however, that these people shall not sell any grocery line after 6; and the law presumes that they do not.

One retailer said to Canadian Grocer: "The whole thing is a farce. One can get any article of groceries wanted after hours. It simply means that the reputable grocer closes at 6 in favor of the outlaw. As a body, the grocery trade are very much in favor of the six o'clock closing—but intend to have it generally enforced. The retailers in Vancouver have subscribed to a fund for the purpose of forcing the prosecution of a few offenders and we will push the matter as far as necessary."

Brandon Stores to Give Fifteen Days' Credit

Brandon, Man., (Special).—As the result of a meeting of the retail grocers of this city it has been decided to reduce credits, and no person will be given credit at any grocery store for a longer period than fifteen days, and that no balance will be carried. The grocers are aiming at a strictly cash basis for their trade in view of the fact that the wholesale houses here now demand payment in five days of their accounts.

WESTERN NOTES

R. B. Hunter, of Edmonton, Alta., has been transferred to Winnipeg as general manager of the Swift Canadian Co. and J. H. Tabley has been removed to head office at Toronto.

George F. Stevenson, formerly of Cranbrook and Nelson, B.C., whose business was acquired by Western Grocers, Ltd., some time ago, has joined the staff of this firm at head office, Winnipeg.

L. McQuarrie, acting manager for the Red Rose Tea Co., Winnipeg, is leaving on a business trip to the head office, T. H. Estabrooks Co., Ltd., St. John, N.B.

George J. Cameron, of the W. L. MacKenzie Co., has just returned from a business trip to Montreal. He has been visiting his principals there, the W. C. Macdonald, Registered, Inc., and W. Clark, Ltd.

J. Ramsden has taken over the business of Walter's Ltd., Castor, Alta. Before entering business in Castor, Mr. Ramsden conducted a general store in B. C., later accepting a position of buyer with the Hudson Bay Company, then engaging with McLeod Bros., of Calgary, as advertising and merchandise manager. He then connected with the Star Grocery stores, Calgary, in the capacity of owner.

Fine Quality Teas Are Hard to Obtain

Tea Situation as Revised by a Vancouver Tea Merchant—London is Carrying Large Quantities of Cheap Grade Teas with the Hope that Trade with Russia May Soon Be Resumed.

VANCOUVER, (Special). — Canadian Grocer interviewed N. W. Lightfoot, manager of the tea and coffee department of W. H. Malkin & Co., Ltd., Vancouver, in regard to the tea situation.

In answer to a query as to the future, Mr. Lightfoot stated that much is being said and written as to probable future prices of the numerous food-stuffs in daily consumption, and while there would appear to be a vast difference of opinion, it seems reasonable to submit that a staple basis can hardly be anticipated until we see a resumption of the normal trading conditions of pre-war days.

"At the moment the European situation is still so complex that it would be futile to venture an opinion on the subject, but in the meantime, we must expect abnormal market fluctuations in the majority of edible commodities and, in our judgment, tea is not likely to prove an exception in this respect." Mr. Lightfoot continued:

"Every grocer, either wholesale or retail, has a direct interest in the tea end of his business, and while we do not propose tendering any advice as regards future buying, a resume of existing conditions will undoubtedly be of interest to the trade."

Resume of Factors Affecting Teas

"Up to about the end of April, all primary markets were advancing steadily, occasioned by the largely increased value of the rupee, which at that time touched the high mark of 2s. 10½d., as against an average of 1s. 4½d. prior to August of 1914. Some few weeks ago, however, Indian currency was placed on a gold basis, standardizing the rupee at 2s., which has had the effect of lowering the cost of teas at auction. As, however, all shipments are financed through London, this decline is practically offset by the strong advance in Sterling, which, at this writing, is quoted at $4.56, as against the low level of $3.95 some few months ago."

"How are stocks?" we asked.

"Regarding stocks of tea on hand." said this merchant, "London, the centre of the tea trade, is carrying large quantities of cheap tea in bonded warehouses. The majority of these holdings are stalky Pekoe leaf, of undesirable quality for good class trade, which can be bought at a very reasonable price. This condition is brought about by the general opinion that there would be an early resumption of trade between Great Britain and Russia, and should this suggestion materialize towards the end of the year, the latter country will unquestionably absorb this excess. Furthermore, the United States is apparently turning towards black teas, and we believe that during the next few years we shall see a tremendous increase in exports to that country, at the expense of Japans. On the other hand, at this season, really fine quality Ceylons and Indians are exceptionally hard to obtain, and high grown. tippy teas, are fetching extremely stiff prices in Colombo and Calcutta. These remarks apply generally to medium growths also, for which there is always a keen demand.

"Personally," Mr. Lightfoot said, "we do not advocate the purchase of these undesirable Pekoe and Souchong types, which are practically devoid of flavor and body, and which certainly do not tend to build up a high-class, profitable business. We have recently seen type samples, which, in the cup, fully back up our opinion."

Java Tea Desirable

"We should like to say a few words regarding Javas. Practical tea men are admitting that this country has made very rapid strides in production, manufacture and quality during the last few years, and is now admittedly a big factor in the tea trade. Some buyers seem prejudiced against these Dutch teas, and

Telfer's Truck Service

ALL EXPECTATIONS BEING EXCEEDED

THE automobile and the motor truck have truly revolutionized life and business, by bringing cities nearer together, by reducing time and distance, and especially to the manufacturer is the motor truck a boon.

Time lost in the transportation end of a business is as costly as time lost in the manufacturing end, and distribution has ever proven a stubborn problem—until the advent of the motor truck. Because of the slowness of freight movement by rail, the uncertainty of prompt delivery, and for various other reasons has the motor truck been adopted for hauling, both light and heavy, over reasonable distances. Its success has greatly exceeded all expectations, and numerous benefits have accrued which were unforeseen.

We have yet to hear of one manufacturer who has been dissatisfied with the results of distribution by truck.

NEVER FAILED TO DELIVER

One of the best examples of the efficiency of motor truck methods of distribution exists in Toronto, the Telfer Biscuit Company covering a radius of 85 miles by this means. This transportation service of Telfer's has been in operation for the last three years, and to date every trip has been accomplished within the prescribed time—one day. The two trucks used—a Packard and a White of two-tons capacity each—travel together, and cover the following routes on a regular schedule:—

Hamilton (40 miles) over the Highway.
St. Catharines (72 miles) via Burlington Beach, Grimsby and Beamsville.
Welland (85 miles) via Burlington Beach, Grimsby, Merritton and Thorold.
Niagara Falls (85 miles) via Burlington Beach, Grimsby, Merritton and Thorold.
Brantford (65 miles) via Hamilton and Ancaster.
Guelph (70 miles) via Hamilton and Guelph Road.

This method is more than satisfactory for several reasons. While economy is effected, greater efficiency is also achieved. Each truck carries a full load of biscuits out, and brings back empty tins on the return journey.

RETAILERS' STOCK ALWAYS FRESH

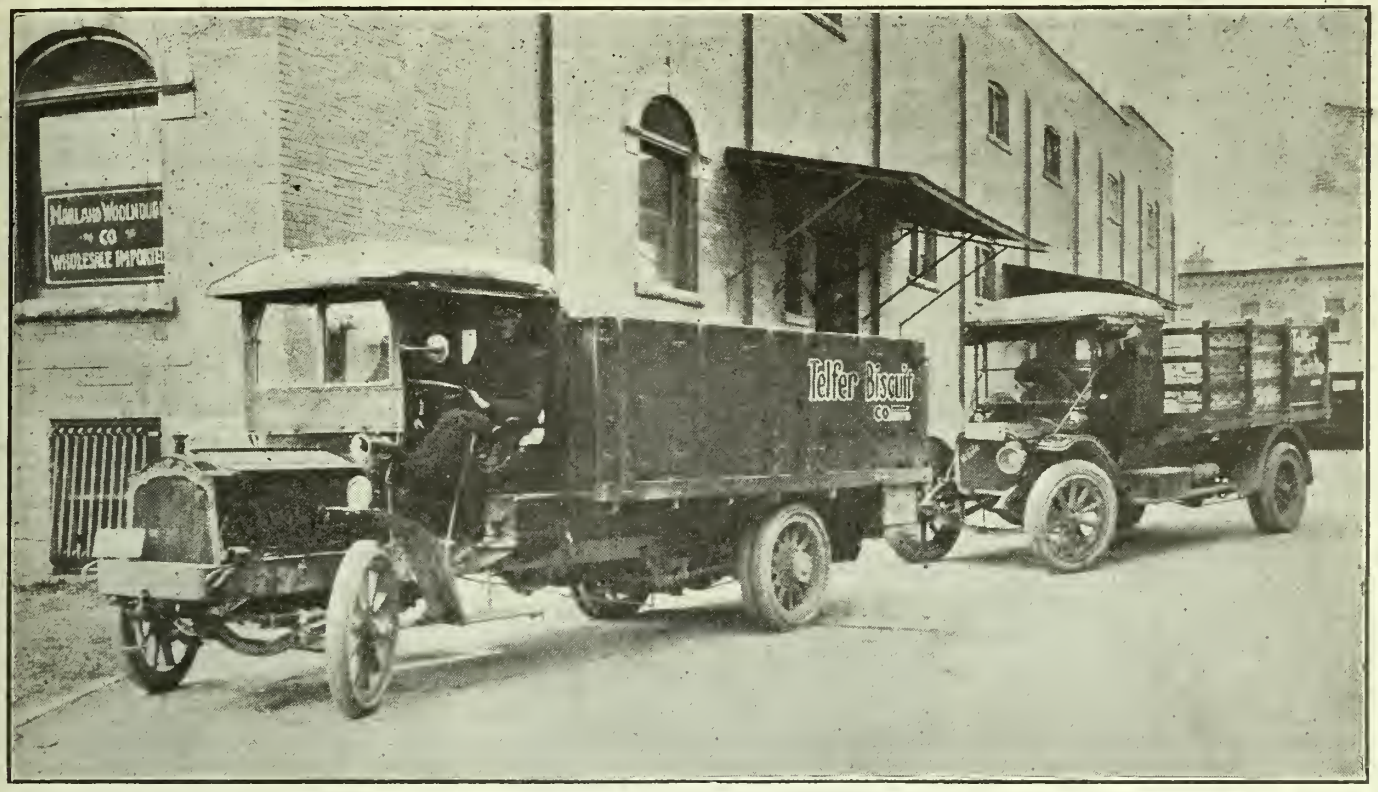
The distributing agents at Hamilton, St. Catharines, Welland, Niagara Falls, Brantford and Guelph, reap advantages as well as the factory shipping staff. Not only is a smooth and prompt delivery service assured, but the goods arrive in better condition—they reach the distributors without losing the freshness of the factory. Thus, too, the public also benefits as the possibility of obtaining anything but fresh stock is remote. Under this system only a minimum supply of goods and tins is in circulation.

Packing and unpacking is avoided, a point in striking contrast with methods where goods have to be loaded at the factory, transferred to the railway car, unloaded and then carted to the distributing warehouse, necessitating three or four transfers.

Little wonder the Telfer Company intend to extend their motor-truck delivery service to other points as soon as good roads make it possible. They hope to ship their products by road to Port Hope, Belleville, Kingston, Lindsay and Peterborough East and West, and even propose going as far afield as London, St. Thomas and Windsor. On these longer routes larger capacity trucks will have to be employed on account of the extra time taken in transit.

This is just one instance of what the motor-truck is accomplishing to-day for Canadian manufacturers.

A few years hence will undoubtedly see a tremendous increase in the use of the motor-truck for inter-city hauling.



The above picture shows the Telfer Biscuit Co., of Toronto, delivering 4 tons of Biscuits to Niagara Falls. This trip is made in 12 hours. The lower picture shows delivery being made to Guelph. Both country trucks average 500 miles weekly.

while we naturally favor British grown, cannot help feeling that Java is recognized as a legitimate competitor by Indian and Ceylon planters.

"In the last two or three years we have received several deliveries of high-grade, flavory, tippy Javas, that have been readily purchased by discriminating buyers in the trade, who apparently realized their value as blending, and—in many cases—straight drinking teas.

"In conclusion," said this authority, "we see no reason to believe that there is a glut of tea, and that we are in for a period of very low prices—that is, as far as good quality, drinkable grades are concerned, and we hardly think that any merchant who is in any way interested in his business, will allow himself to be influenced into buying 'price' teas, to which we have above referred."

AVERAGE PERCENTAGES FOR EXPENSES

Continued from page 31

earnings but is the most compelling leader in any store. A well-managed green goods department always pulls trade. So it is of double value—a direct and indirect profit-producer.

As I look back over the story I find I indicated some of the variations in the character of the merchandise. For instance:

Citrus Fruits Very Safe and Stable

That oranges and lemons, if turned weekly—which is the correct plan—are highly profitable at 25 per cent. margin. Some large merchants find the margin of 20 per cent. ample because of rapid turn-over and minimum shrinkage.

Again, there are times and circumstances wherein spinach is quite safe and, because it turns rapidly, saleable on a moderate margin. Other times, it goes down almost as you look at it and has to be priced with wide margins. Similarly with sweet potatoes—one day stable, another day very unstable merchandise.

The proper idea is to study this department—just as you must every other—and learn the what, when and how of each item, pricing and turning it according to its season and condition. Then it will be a source of profit to the merchant, satisfaction to the customer and a constant drawing card and promoter of good will. It is probably the most preferred department a grocer can install and keep up intelligently.

CASH SYSTEM THE BETTER WAY

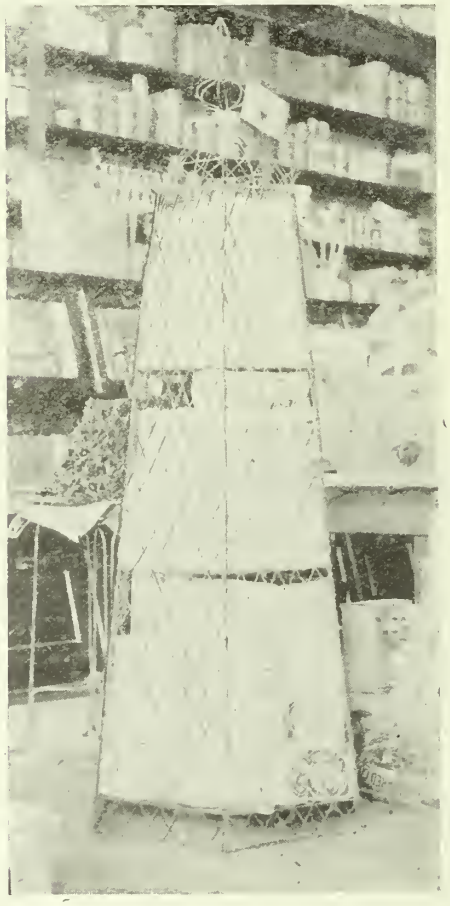
Continued from page 26

small purchase bill for every sale. This the customer takes to the cashier's desk in the centre of the store, and there the bill is marked and paid. When this is returned to the clerk the customer's parcel is ready and handed to him. All bulk tea and sugar is weighed and parcelled in slack hours or on Friday night. We also cut and weigh bacon and ham before a busy time and kept it in the refrigerator wrapped in waxed paper. Every store should have some line that they specialize in; something that they would like to be known for, as it proves to be eventually a splendid advertisement. We have chosen butter and eggs on which we intend to put our special attention. Our hope is that in time the public will develop confidence in all butter and eggs bought in our store, and it will prove a splendid advertisement."

Monthly Sales Increased Ten Times by Display

A splendid selling idea for toilet paper and one that is rather unique, is the method adopted by Jas. L. Hewson, Oakville, Ontario. A large wire cage pyramid in shape, filled with toilet paper, is kept constantly on display with the result that the sales have increased very materially.

"Our sales of toilet paper, previous to



displaying it, would run about a case a month," stated Mr. Hewson to CANADIAN GROCER, "but now our sales have increased ten times that amount.

This is just another story of how an aggressive merchant built up a ready sale for an article that was being purchased by his customers at other stores. Large quantities of toilet paper are being sold by drug and hardware stores, and it is up to the grocer to see that he gets his share of this profitable business.

A BOUQUET FROM BRITISH COLUMBIA

The CANADIAN GROCER,
Toronto.

Have just read your 34th annual spring number and think it is the best yet. Congratulations on the issue.

Chilliwack Valley is enjoying the benefits of a mild winter and early spring: nearly all the seeding and garden work is done on the farms. Street paving is going ahead in the city, and business in general looks good for the year 1920 in Chilliwack city and municipality.

Yours truly,
GEO. H. W. ASHWELL.
Chilliwack, B.C., June 22, 1920.

FOODSTUFF COST MORE IN OTTAWA THAN IN ENGLAND

Ottawa.—A remarkable similarity in the cost of groceries in England and in Canada is revealed in a comparison of a budget of household staples in the two countries made within the last three weeks. The figures are given out by a Canadian official. Pricing a score of staples, ranging from bread to custard powder, the whole supply costs about a dollar more in Ottawa than in London, England.

Bread is 4c higher in Canada, sugar is 10c a pound higher, and jam and marmalade ranges from 10c to 18c higher here; but in England, bacon, eggs, lard, milk, sausages, Worcester sauce, rice, oranges and dried fruits are all higher in price. Eggs were $1 a dozen and butter about $1.10 a pound for good grade. Both these prices are due for a sharp decrease in London, however.

Vegetables are still much cheaper in England than in Canada, and butcher meats average from 30c to 40c a pound. Coal is about $1.25 per ton cheaper in England.

RETAIL GROCER HAS HAD HIS TROUBLES

"We grocers sure have had our fill of trouble the last few years. What with the rulings of the Canada Food Board, the Board of Commerce, the Egg Candling Act, the proposed sales tax, we are wondering why we stay in business. It is certainly not for the money that there is in it. There are very few grocers in Canada who have even tried to follow the market, which has been climbing since 1915. If we had been wise, we should have taken every advance, just as the jobbers do. But no, the retail grocer is expected to keep the cost of living down, and still pay higher salaries, rent, light, etc."—H. B. Urquhart, retail grocer at Weyburn, Sask., in commenting on the proposed sales and luxury taxes before they were amended.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL lines of grocery commodities continue to rule firm with advances registered on some lines. Eastern and Central Canada report business rather quiet, which perhaps is normal at this season. Western Canada is very optimistic and is looking forward to bumper crops and a great volume of business this coming fall and winter.

MONTREAL—There is a very firm tone to the market this week. Sugar and molasses continue as strong but there seems to be a better supply at hand. Vegetables are slightly dearer and local produce is offered on the market. Seasonable fruit is listed on the local market but the prices are rather high. Prospects for the fruit crop this year are very good. There is an easier feeling on the market for coffee and tea, but it is not safe to say that prices will be easier in the near future. There has been another advance in the price of evaporated milk. Wrapping paper has advanced 1¼c per pound on brown and 1c per pound on manila. Spices are somewhat easier. Cloves have been reduced 5c a pound. Pepper and carraway are easier. Clothes pins have advanced in price. There is no change in the price of cereals. The prospects for imported nuts for the fall is very promising and considering the low price on walnuts at the present time the market will no doubt continue with low prices.

TORONTO—All markets in Toronto are firm under a quiet demand, which is normal at this season. There is no change in quotations on sugar this week. Supplies are arriving freely but wholesalers report a quiet business. Retailers are making no special effort to push sugar in view of the recent order of the Board of Commerce limiting the margin to two cents per pound. Fine, standard and granulated oatmeal have advanced 75 cents per bag. Rolled oats are still being sold by some wholesalers at figures below manufacturers' quotations. Package rolled oats advanced 40 cents per case in the United States and manufacturers state that an advance on this market is not unlikely in view of the high price of oats. Evaporated milk has advanced 50 cents per case. The spice market is quiet. Chillies are quoted at high figures. Further declines are noted in primary markets for low grade Ceylon and Indian teas; the better grades showing any cup quality are ruling strong and are very difficult to obtain. Some jam manufacturers are showing new pack strawberry jam but prices are not quoted; it has been intimated, however, that opening prices will be at least 50 per cent. greater than last year. The primary market for tapioca is higher. There is an active demand for raisins in the United States which has had a tendency to strengthen this market and it looks as though raisins are going to be mighty scarce before the new crop arrives. Some California shippers have named opening prices on prunes, which are considerably higher than last year's. Splendid samples of Grecian currants are arriving and offered to the trade at comparatively low prices. Shelled walnuts are offered at figures below the real market value.

WINNIPEG—There are few price changes in the markets this week, but all are firm with the tendency upward. Wholesalers and retailers report business active. The crop is in excellent shape, and all eyes are turned toward the wheat belt, wondering what the next thirty days will bring forth. If all goes well, the Western Provinces will have one of the best crops ever produced, and business will be the best in the history of the Western Provinces. The sugar market remains unchanged, and the tone of the corn market strong. The primary prune market is very quiet, and both wholesalers and retailers are not buying very freely, as they feel the prices named on the new pack are too high. Package cereals remain firm, with every possibility of an early increase. Barley is reported very scarce. Prices have not been named on the new pack sockeye salmon as yet; the packers are trying to induce the buyers to take a proportion of other grades with their orders. New opening prices were named on Eastern canned strawberries and are being quoted at 10c higher than last year's opening prices. Tea market has stiffened up considerably. The coffee market remains very quiet, although no change in price has been noted. Some lines of spices remain scarce and firm.

QUEBEC MARKETS

MONTREAL, July 9.—Markets here this week are very firm. The market for coffee and tea seems to be weaker. The European market is flooded with poor lines of Ceylon and Indian teas. Spices are also easier this week. Evaporated milk has advanced in price. Sugar and molasses continue strong. There have been many advances in the prices of miscellaneous such as clothes pins and wrapping paper.

Sugar More Obtainable

Montreal.

SUGAR.—The sugar market continues strong at the advanced prices. There appears to be a better supply of sugar on the market than there has been for some time. Canadian Grocer is informed by several of the wholesale grocers that granulated sugar is in better supply now than it has been for some time, although the prices remain high. The market shows every tendency to continue strong.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 50
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 30
Do., 25s	21 80
Cubes and Dice (asst. tea), 100-lb. boxes	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	....
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

Molasses Still Unchanged

Montreal.

MOLASSES.—There is no change this week in the price of either molasses or corn syrup. There is a big demand for both. The molasses market in particular is very strong.

3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 75
Barrels	....	1 78
Half barrels	....	1 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Package Barley Advance

Montreal.

PACKAGE GOODS.—There are a number of changes this week in the price of package goods. Self-rising flour has advanced 20 cents. Prepared barley has also advanced 20 cents to $5.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

No Change in Cereals

Montreal.

CEREALS.—There are no changes in prices of cereals this week. Barley is very short and the prices remain very firm.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	....	7 25
Rolled Oats (bulk), 90s	....	6 50

Easier Prices on Spices

Montreal.

SPICES.—The feature of the spice market this week is the decline in the price of cloves. As in many other imported lines the primary market on spices is easier, but this will not affect local markets for some time if at all. Pimento is cheaper, being sold at from 15 to 18 cents. Carraway is easier at 25 to 30 cents. Peppers, both white and black, are easier this week.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, nails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rice Market Quiet

Montreal.

RICE.—There is no change in the price of rice this week. The quotations given continue firm with only a fair supply.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell rice, fine	....	17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Coffee Market Believed

Montreal.

COFFEE AND COCOA.—The coffee and cocoa market continues unchanged. Coffee on the large markets has declined slightly, but it will be some time before this would reach the local market. In that time it is impossible to tell what new situation might develop. Therefore, it is only safe to predict that the coffee market is steady with a tendency to be slightly weaker.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Black Teas Are Weaker

Montreal.

TEA.—Japan teas continue strong at the high price. Indian Ceylon teas have a tendency to be weaker. The situation is rather dubious at the present time. It is, however, stated that higher prices are not likely, but a decline in the near future is almost improbable.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48

Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Goods Strong

Montreal.

CANNED GOODS.—The market for canned goods continues firm and unchanged this week. There is, as stated before, a shortage of canned fruits and canned peas. Although the crop is very good this year indications show that there will be likely a very poor pack of fruit.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Prospects for Walnut Crop

Montreal.

NUTS.—Prices continue low on walnuts and the market for peanuts is strong. The new crop of walnuts at Santa Barbara, Calif., is very promising and the trees are in the best condition. Favorable reports of Goleta and Carbinteria are also given. This would so far indicate a splendid supply for next season.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruits Firm

Montreal.

DRIED FRUITS.—The market is still firm on the price of dried fruits. The demand continues fair during the summer season and the prospects for the fall are very good.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 21	0 [illegible]
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 2[illegible]
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 21
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 [illegible]
Do., Turkish, 3 crown, lb.	....	0 [illegible]
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 [illegible]
Do., mats	....	1 [illegible]
Do., 22-lb. box	....	1 [illegible]
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxe)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Seasonable Fruit Arriving

Montreal.

FRUIT.—Very small supplies of apples are left on the market. Those offered are mostly imported apples in boxes. Peaches are being sold at $6 a crate, plums at $4.60 a crate. Canteloupes are dearer, being sold at $3.50 this week. The prospects for home-grown fruit this year appear very good despite reports of destructive storms in Niagara districts.

Apples—		
Ben Davis, No. 1	6 00	7 00
Apples, in boxes	....	6 00
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 25
Peaches, crate	....	6 00
Plums, crate	....	4 00
Canteloupes, crate	....	3 50

Vegetable Market Stronger

Montreal.

VEGETABLES.—The vegetable market is stronger this week. Montreal wax beans are offered on the market in 20-pound hampers at $4. Home-grown cucumbers are sold at $1.25 per dozen. Montreal cabbage is offered at $2 per dozen. Tomatoes are 25 cents dearer per crate this week. Dried split peas have advanced 25 cents per bag to $8.50

Beans, wax, (20-lb. hamper)	....	4 00
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	1 25
Cabbage, Montreal, doz.	....	2 00
Chicory, doz.	....	0 50
Cabbage, crate	....	10 00
Carrots, bag	....	3 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 00
Do., New Brunswick	....	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnip, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50

Export Restrictions on Sugar Now Off

Ottawa, July 7 (By Wire)—All export restrictions on sugar are now off. As a matter of fact the restrictions automatically lapsed with the end of the Parliamentary session and since that time the Department of Justice has been considering the possibility of maintaining them under the law, but has found that it could not do so.

Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Tomatoes (Florida), crate	....	10 00
Wash. Celery	....	2 50
New potatoes, No. 1, per barrel		15 00
Do., No. 2, per barrel	....	9 00
Mississippi Flat Tomatoes	....	2 75

Wrapping Paper Higher

Montreal.

MISCELLANEOUS.—There has been another advance this week in the price of wrapping paper. Grey brown is worth 12 cents a pound. Manilla is being sold at 18 cents. Patent barley is 20 cents higher. All evaporated milk has advanced 50 cents per case. Milk stock, or milk powder has advanced 2 cents per pound. Dog biscuit has increased in price 50 cents per box or $105 per cwt. Plain clothes pins are 15 cents per 5-gross box dearer. Pain killer is $1.20 per dozen higher.

ONTARIO MARKETS

TORONTO, July 9—The markets generally continue to rule in a firm tone. Advances have been registered on evaporated milk, prepared icings, cotton twine, mincemeat and canned soups. Sugar is arriving freely. Fine, standard and granulated oatmeal is up 75 cents per bag. The spice market is quiet. Chillies are now 60 cents per pound. High grade teas continue scarce. Some jam manufacturers are showing new pack strawberry jam, but are not quoting prices; it has been intimated, however, that prices will be 50 per cent. greater than last year. The primary market for tapioca is higher. Shelled walnuts are offered to the trade at figures below the real market value. Vegetables and fruits are cheaper.

Quiet Demand for Sugar

Toronto.

SUGAR.—There is no change in the sugar market. Supplies are arriving freely, but wholesalers report a quiet demand; apparently retailers are making no special effort to push sugar in view of the recent order of the Board of Commerce limiting the margin to two cents per pound. The raw sugar market is weak with declines registered.

St. Lawrence, extra granulated, cwt.	21 21
Atlantic, extra granulated	21 21
Acadia Sugar Refinery, extra granulated	21 21
Dom. Sugar Refinery, extra granulated	21 21
Canada Sugar Refinery, granulated	21 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Unchanged

Toronto.

SYRUPS AND MOLASSES. — This market is unchanged. The market is firm and quotations are steady.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 80
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 66
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Oatmeal Up 75 Cents

Toronto.

CEREALS.—Fine, standard and granulated oatmeal has advanced to $7.25 per 98-pound bag. Rolled oats can be bought at $6.00 per bag in some quarters, which is below manufacturer's quotations. Other cereals are firm at quotations listed below:

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Package Cereals Strong

Toronto.

PACKAGE GOODS.—There is no change in this market. Starches and other corn products are firm with advances likely. Package rolled oats advanced 40 cents per case in the United States and manufacturers state that an advance here is not unlikely in view of the extremely high price of oats.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Evaporated Milk Higher

Toronto.

EVAPORATED MILK.—St. Charles milk has advanced to the following prices: Baby, $3.70 per case; family, $7.00 per case; tall, $8.00 per case; hotel, $7.90 per case. Carnation milk has advanced 50 cents per case. Quotations are now as follows: Talls, 48 16-ounce cans, $8.00 per case; baby, 96 6-ounce cans, $7.35 per case.

Chillies Are 60 Cents

Toronto.

SPICES.—The spice market continues quiet. Black peppers are fairly easy but other lines are steady. Chillies are now quoted to the trade at 60 cents per pound.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Do., white	0 50	0 52
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander seed	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

Low Grade Teas Cheaper

Toronto.

TEAS.—Further declines are noted in the primary market for lower grade Ceylons and Indians. Higher grades con-

tinue to rule strong and are becoming more difficult to obtain. New crop early pickings, Japans, are quoted at high figures, while new crop seconds have not as yet appeared on this market.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Continue Quiet

Toronto.

COFFEE.—There is a quiet demand for coffee. The market continues to rule firm. Quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Canned Soups Higher

Toronto.

CANNED GOODS.—In spite of the fact that new vegetables are arriving freely, canned vegetables are still in active demand. Clark's tomato soup is now quoted at $1.45 per dozen; other varieties are $1.40 per dozen.

JAMS.—Some jam manufacturers are showing new pack strawberry jam but are not quoting prices. It has been intimated, however, that prices will be 50 per cent. higher than last year's opening prices.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Tapioca is Firmer

Toronto.

RICE.—There is a quiet business noted for rice with a scarcity for good samples of Southern rice and the small quantities that are offered are being sold at high figures. Small shipments of Eastern rices have been arriving but the demand is very quiet at this season. The primary market for tapioca is higher.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Pakling	....	14 00

U.S. Buying Raisins

Toronto.

DRIED FRUITS.—The feature of this market is the active demand for raisins by United States brokers. The United States will take all available stocks in Canada and will pay higher prices than what can be obtained on this market. This condition has strengthened the market and it looks as though raisins are going to be mighty scarce before the new crop arrives. Some California shippers have named opening prices on prunes, which are considerably higher than last years. On the other hand the California Association have not as yet named prices on this year's crop and are of the opinion that opening prices will not be any greater than last year's. Splendid samples of Grecian currants are arriving and are offered to the trade at comparatively low prices.

Evaporated apples	....	0 23½
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	....	0 18½
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	....	0 18
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Shelled Walnuts Are Cheap

Toronto.

NUTS.—Shelled walnuts are offered to the trade at 60 cents per pound, which is below the real market value. Importers are of the opinion that in the fall shelled walnuts will not be replaced at this figure. Ceylon cocoanut is steady at 38 cents per pound. Sweetened cocoanut is selling at 42 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Cotton Twine Higher

Toronto.

MISCELLANEOUS. — Cotton twine has advanced as follows:—3 ply extra, in 5 pound bales, $1.03 per pound. Cones $1.00 per pound. Cowan's icings have advanced to $2.35 per dozen. Bowes' mince meat in No. 1 lithographed tins is up to $6.50 per case; in 25 pound pails 22 cents per pound and standard mince meat in 28 pound pails, 18 cents per pound. 16-ounce bottles raspberry vinegar, orangeade and lemonade, are now $4.50 per dozen.

Vegetables Are Cheaper

Toronto.

VEGETABLES.—All vegetables are cheaper this week. Canadian grown cabbage is down $1.00 a crate. Wax beans, cucumbers, carrots and tomatoes are down 50 cents to $1.00 a crate. New potatoes are quoted at $14.50 for No. 1 and $9.00 for No. 2. Homegrown green peas are selling at 90 cents to $1.00 per basket. Texas onions are quoted at $2.50 per crate and Egyptians at $7.50 per sack.

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	....	7 00
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Cucumbers, Carolina, hamper	....	5 00
Do., per 11-qt. basket	....	3 50
New Carrots, per crate	....	2 50
Asparagus, per basket	2 50	3 25
New Beets, dozen bunches	....	0 75
Wax Beans, home grown, hamper	....	4 00
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	....	2 50
New Potatoes, Carolina—		
No. 1, per barrel	....	14 50
No. 2, per barrel	....	9 00
Tomatoes, 4-bkt. crate	....	2 65
Do., hothouse, per lb.	0 35	0 40
Green Peas, basket	0 90	1 00

Fruits Generally Cheaper

Toronto.

FRUITS.—Oranges are firm and higher. California lemons are up 50 cents per box. Strawberries are expected to arrive in abundance next week although shipments have been very indifferent this week, with prices ranging from 18 to 22 cents. Canadian cherries are now coming forward and prices getting

easier. California deciduous fruits are also cheaper.

Oranges, Valencias—		
126s		7 50
150s		8 00
176s, 200s, 216s, 250s		8 50
Bananas, Port Limons		0 10½
Lemons, Cal., 300s, 360s		6 50
Do., Messinas, 300s		6 00
Do., Verdillis		6 00
Grapefruit, Florida—		
54s		8 00
Grapefruit, California Seedless —		
48s		4 50
64s, 70s, 80s, 96s, 126s		4 50
Boxed apples, all sizes		4 50
Strawberries, quarts		0 20
Watermelons, 26-lb. aver., each		1 25
Cal. Canteloupes, case, 45s		7 50
Georgia Peaches, 6-bskt. crates		5 50
Apricots, Cal., box	3 50	3 75
Plums, Cal., box	4 50	5 00
Canadian Cherries—		
Sour, 11s	1 25	1 50
Do., 6s	0 65	0 75
Large black, 6s	2 00	2 25
Do., 11s	3 25	3 75

Flour Business Active

Toronto.

FLOUR.—Millers are now busy with export business. Business, however, insofar as the grocery trade is concerned, is quiet. Quotations are steady and unchanged.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	15 15

Millfeeds More Plentiful

Toronto.

MILLFEEDS.—With the mills busy on export orders for flour and the decrease in the demand for millfeeds at this season, bran and shorts are more plentiful. The majority of mills, however, are not yet shipping straight car lots.

WINNIPEG MARKETS

WINNIPEG, July 9—Sugar supplies are arriving freely, but there is little demand. The corn market is strong, which indicates that higher prices can be expected for all corn products. The opening prices on prunes named by the independent packers are felt to be too high by the trade and in consequence bookings have been very light. Barley is scarce and all breakfast cereals are firm to higher. Sockeye salmon is scarce. Carnation milk has advanced 50 cents per case. Candies are up two cents per pound. Wrapping paper is also higher. The spice market is steady. Fruit and vegetables are arriving freely.

Sugar Unchanged

Winnipeg.

SUGAR.—Western prices on sugar remain unchanged since last issue. The raw market, however, has eased off and refiners are practically not interested. The very keen demand which was in evidence a few months ago is much less marked at present. Reports from the merchants of the Prairie Provinces are to the effect that they are not complaining regarding short supplies. The trade in general reports the sale of sugar very dull.

Redpath, granulated, 100-lb. bag.	22 05
St. Lawrence granulated, 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag.	22 05
Dominion, granulated, 100-lb. bag	22 05
Acadia, granulated, 100-lb. bag..	22 15
Yellow Sugar, No. 2, 100-lb. bags	21 55 21 65
Powdered Sugar, 50-lb. boxes, per cwt.	22 60
Icing Sugar, 50-lb. boxes, per cwt.	22 70
Lump Sugar, soft, 100-lb. boxes.	22 80
Do., hard, 100-lb. boxes, per box	23 00
Cubes, 100-lb. boxes, per box....	22 70

Corn Syrups Strong

Winnipeg.

SYRUP.—The situation is practically the same, no changes having taken place since our last report, when cane syrup advanced. The corn market has been showing a firm tone, and indications point to higher prices for these commodities.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	9 40
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, ½ doz. in case	10 75
20-lb. tins, ¼ doz. in case	10 50
CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 60
Cases, 5 lb. tins, white, 1 doz. in case	8 70
Cases, 10 lb. tins, white, ½ doz. in case	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	7 90
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, ½ doz. in case	7 85
Cases, 20 lb. tins, yellow, ¼ doz. in case	7 85
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches to Be Higher

Winnipeg.

STARCHES.—With the corn market very strong, indications for higher prices are in order. No change has been noted in quotations as yet.

Cornstarch, 1-lb. pkgs., per lb.	0 12½
Do., No. 1 quality, 1-lb. pkgs.	0 14
Gloss, 1-lb. pkg., per lb.	0 14¾
Celluloid, 1-lb. pkg., per case	5 65

Dried Fruits Quiet

Winnipeg.

DRIED FRUITS.—A few weeks ago some independent packers announced their opening prices on prunes. Since that date large prunes have advanced from one to two cents. These opening prices by independent packers have not appealed to the wholesale trade, as it is felt that prunes will not retail freely at such high prices. The buying by both wholesaler and retailer, so far, on this market, is believed to be very light. The Prune and Apricot Association have not as yet named their opening price.

DRIED FRUIT

Evaporated Apples, per lb.		0 20
Currants, 90-lb., per lb.		0 21
Do., 8 oz. pkgs., 6 doz. case, lb.		0 17
Dates, Hallowee, bulk, lb.		0 23
Do., Tunis, bulk, lb.		0 26
Do., Package, 3 doz. case, lb.		0 17
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		0 80
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton		1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton..		1 75
Prunes—		
30-40s, 25s, per lb.		0 32
40-50s, 25s, per lb.		0 27
50-60s, 25s, per lb.		0 21
60-70s, 25s, per lb.		0 18¼
70-80s, 25s, per lb.		0 17
80-90s, 25s, per lb.		0 17
90-100s, 25s, per lb.		0 16¼
In 5-lb. cartons, per carton		1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.		0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.		0 21
Do., bulk., seedless, 25-lb. boxes, per lb.		0 28

Barley in Scant Supply

Winnipeg.

CEREALS.—The barley market shows great scarcity. Oat products continue in a firm tone, with a tendency for an advance. Breakfast cereals under this condition show every indication for future advances. Bean market shows great strength.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case.		4 00
Puffed Wheat, 3 doz. case, case.		4 60
Puffed Rice, 3 doz. case, case.		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case..		3 75

BULK CEREALS

Rolled Oats, 80s, per bag.	5 85
Do., 40s, per bag	3 01
Do., 20s, per bag.	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag.	8 60
Do., 16-6s, per bale.	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15¾
Barley Pot 98s, per bag.	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	11 00

Sockeye Salmon Scarce

Winnipeg.

CANNED GOODS.—The packers of salmon are very desirous that both

wholesalers and retailers assist in pushing the sale of pink, cohoes and red spring salmon, in view of the failing sockeye supply. So far no prices have been named on the new pack. It is generally supposed by the trade, that the packers will name a very high price for sockeye and are insisting that buyers take a proportion of these other lines, along with their allotment of sockeye. It is believed jobbers are not purchasing very heavy.

New opening prices have been named on Eastern canned strawberries. The new price shows an increase of only 10 cents a dozen higher than the opening prices of last year. This advance is much lower than was anticipated, and the trade feels very much satisfied.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz...	....	4 00
Do., ½s, 4 doz. case, doz.....	....	7 50
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)		
	Per case	
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES		
	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Spinach, 2½s, 2 doz case	....	5 70
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Do., 2s, 2 doz. case	....	3 50

Teas Strengthen

Winnipeg.

TEA.—The London market shows there has been brisk buying of tea at advanced prices. Latest reports show that common teas, which were bringing ridiculous figures, have now passed into consumption and from now on we can expect low grade teas to bring considerably higher prices. Colombo market reports show that the prices of all teas have stiffened up and we may expect higher prices in the very near future.

INDIA AND CEYLON—		
Pekoe Souchongs, best quality..	0 48	0 50
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality....	0 52	0 60
Broken Orange Pekoe, best qlty.	0 58	0 68
Japan, best quality	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market has been very quiet with no change in quotations.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade ..	....	0 46
Jamaica, roasted, best grade ...	....	0 52
Mexican, roasted, best grade...	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade....	....	0 56

Milk and Other Lines Higher

Winnipeg.

MISCELLANEOUS.—Carnation milk has advanced 50 cents per case. All lines of candies are up two cents per pound. Wrapping paper is one to one and one-half cents per pound higher.

Nutmegs Are Scarce

Winnipeg.

SPICES.—There is practically no change in the spice market this week. Black pepper remains steady. White pepper is in good demand. Red peppers are scarce and hard to obtain. Cloves and pimentoes are steady with limited stocks. Cassia is slightly easier. Nutmegs are very scarce.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.....	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb....	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz....	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.....	....	0 50
Pickling, ¼-lb. pkg., per doz....	....	0 90
Do., bulk, No. 1, per lb.....	....	0 25
Do., No. 2, per lb.	....	0 22

GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.....	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb....	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.....	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb...	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Stocks Light

Winnipeg.

RICE.—There are no new developments in the rice market. Stocks are light and the market is firm. The tapioca and sago markets still continue to be easy.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 18
Do., 50-lb. sacks, lb.....	....	0 18½
Siam, Elephant, 100-lb. bags..	....	0 15½
Do., 50-lb. bags, lb.	....	0 15¼
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 12
Do., in less quantities, lb. ...	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Jams to Be Higher

Winnipeg.

JAMS.—The new prices on jams have not been named as yet, but opening prices are expected to be higher than last year. Retailers are taking advantage of jams offered them and are buying freely.

Jams, Pure—	Per tin	
Strawberry, 4s, 12 tins to case	1 20	1 35
Raspberry, 4s, 12 tins to case .	1 12	1 20
Black Currant, 4s, 12 tins to case	1 12	1 20
Blended—	Per tin	
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Shelled Nuts Unsettled

Winnipeg.

NUTS.—The shelled almond situation is very uncertain, owing to the instability of the market and also to the continued fluctuations of exchange. The same applies to the shelled walnut market. The value of the franc is on the increase, which naturally means higher prices for future deliveries. The peanut market has been very dull, due to the heavy arrival of Oriental peanuts.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fruits Arriving Freely

Winnipeg.

FRUITS.—Good supplies of fruit are arriving freely, and California plums, apricots, peaches, watermelon and canteloupes are being offered at a more reasonable figure. Oranges have advanced, and are very scarce. Bananas are also scarce and remain very high. Gordon Head strawberries, a splendid preserving berry, is being offered at $7.50. Lemons remain firm.

FRUITS—		
Lemons, Cal. per case.....	7 50	8 00
Bananas, per lb.	....	0 14
Washington apples, Winesaps, box	....	5 00
Strawberries, 24 pts.	....	7 50
Peaches, Cal., case	....	3 00
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	....	7 50
Do., flats, 12s to 15s, per case.	....	4 00
Watermelon, per lb.	....	0 10
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes.....	....	3 50
Oranges—		
200s and smaller	....	9 50
176s	....	9 00

150s		8 50
126s		8 00
Apricots, per case		4 50
Cherries, Washington Bingslug boxes		7 50

New Vegetables Arriving

Winnipeg.

VEGETABLES.—New vegetables are arriving freely, and business has been exceptionally good. New carrots, beets, turnips, radishes, cucumbers, cabbage, potatoes and green onions are now on the market, at reasonable prices. Old potatoes are now being offered at $2.65 per bushel, while new potatoes are bringing around 10 cents a pound. Mississippi tomatoes dropped and are now offered at $3.50 per case.

Carrots, new, per lb.		0 07½
Beets, new, per lb.		0 07
Turnips, new, per lb.		0 07
Head Lettuce (Cal.), per doz.		1 75
Leaf Lettuce, per doz.		0 65
Radish, per doz.		0 65
Green Onions, per doz.		0 60
Cucumbers (hothouse), per doz.		3 50
Cabbage (new), per lb.		0 07
Potatoes (new), per lb.		0 10
Onions (Cal. Bermuda sack), per sack		6 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 8.—Markets are steady with business up to normal. Quotations on pure lard are easier, now selling at 29½ to 30 cents per pound. Compound lard has also declined one cent per pound. American clear pork is down $1 to $3. Butter has receded; creamery is quoted at 55 to 58 cents, and dairy at 50 to 52 cents. Strawberries are not as plentiful as at first expected; prices range from 25 to 28 cents per box.

Flour, No. 1 patents, bbls., Man.		16 60
Cornmeal, gran., bags		6 75
Cornmeal, ordinary		5 25
Rolled oats		14 00
Rice, Siam, per 100 lbs.		15 60
Tapioca, 100 lbs.	13 50	15 00
Molasses		1 75
Sugar—		
Standard, granulated		21 10
No. 1 yellow,		20 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 50	0 54
Lard, pure, lb.	0 29½	0 30
Lard, compound	0 28	0 28½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard case		4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 55	0 58
Do., dairy, per lb.	0 50	0 52
Do., tub	0 48	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case		3 80
Peas, standard, case		4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case		
Salmon, Red Spring, flats, cases		
Do., Pinks		9 50
Do., Cohoes	15 00	15 50
Do., Chums		7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	5 00	5 50
Do., Florida	8 00	9 00
Apples, Western, box	5 50	6 50
Bananas, per lb.	0 10	0 11

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., July 8.—Business in wholesale grocery circles is reported steady except canned salmon, for which there is practically no demand owing to the influx of fresh salmon on the market. There is comparatively no change in prices except creamery butter, hams and roll bacon, all of which have advanced one cent per pound to the trade. There is no improvement in the dullness of business brought about by the strike in Halifax shipyards.

Flour, No. 1 patents, bbl., Man.		16 25
Cornmeal, bags		5 25
Rolled Oats, per bag		7 25
Rice, Siam, per 100 lbs.		15 75
Tapioca, 100 lbs.		17 00
Molasses (extra fancy Barbadoes)		1 75
Sugar, standard, granulated		21 10
Do., No. 1, yellow		20 60
Cheese, Ont., twins		0 33
Eggs, fresh, doz.		0 48
Lard, compound		0 29
Lard, pure, 3s	17 60	18 00
American clear pork, per bbl.		50 00
Tomatoes, 2½s, standard, doz.		2 20
Breakfast bacon		0 48
Hams, aver. 9-12 lbs.		0 43
Do., aver. 12-18 lbs.		0 43
Do., aver. 18-25 lbs.		0 41
Roll bacon		0 35
Butter, creamery, per lb.	0 59	0 60
Do., dairy, per lb.		0 53
Do., tubs		0 50
Raspberries, 2s, Ont., doz.		4 90
Peaches, 2s, standard, doz.		4 50
Corn, 2s, standard, doz.		2 00
Peas, standard, doz.		2 15
Apples, gal., N.S., doz.		5 00
Strawberries, 2s, Ont., doz.		4 90
Salmon, Red Spring, flats, cases		
Do., Pinks		11 00
Do., Cohoes		16 00
Do., Chums		8 00
Evaporated Apples, per lb.		0 21
Dried Peaches, per lb.		0 29
Potatoes, Natives, per 90-lb. bag		6 00
Beans, white		5 00
Do., Yellow Eye		7 50
Lemons, Cal., case		6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.		0 10½
Oats, per bush.		1 64½

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 8.—Squirrel peanut butter in one pound cans has declined 15 cents per dozen. Some brands of evaporated milk have advanced 50 cents per case. Domestic sardines slightly higher. Sockeye salmon talls are quoted at $19.10 to $21 per case. New peels for arrival are quoted: orange, 49c; lemon, 46c, and citron, 76c. New pack strawberries are expected to sell at 15c per dozen over last year's prices. Eggs are in short supply and quoted at $14.50. B.C. strawberry season at its height this week. Canteloupes are $7.50 per case, and California grapefruit $6.50.

Flour, 96s, per bbl.		14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s		5 80
Rice, Siam		14 00
Japan, No. 1	15 00	16 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt		21 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins		0 29
Do., large		0 31
Butter, creamery, lb.		0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s		18 00
Eggs, new laid, local, case		14 50
Tomatoes, 2½s, standard, case	4 75	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case		10 30
Raspberries, 2s, Ontario, case		10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.		0 28
Do., canned, 2s		7 50
Prunes, 90-100s		0 17
Do., 70-80s		0 18½

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 8.—Evaporated milk has advanced 25 to 50 cents per case. Rolled oats are up 25 cents per gunny. New pack strawberry jam quoted at $18.50 as compared with last year's opening price of $13.50. Campbell's soups are again on the market at $1.85 per dozen. Opening prices en prunes are two to three cents over last year's. Blue point oysters are now $5.25 as against $3.25 last year. Canned strawberries, 2s are selling at $5. Watermelons are $7. Peaches are $2.50. Plums, $4.75. New potatoes, $8.

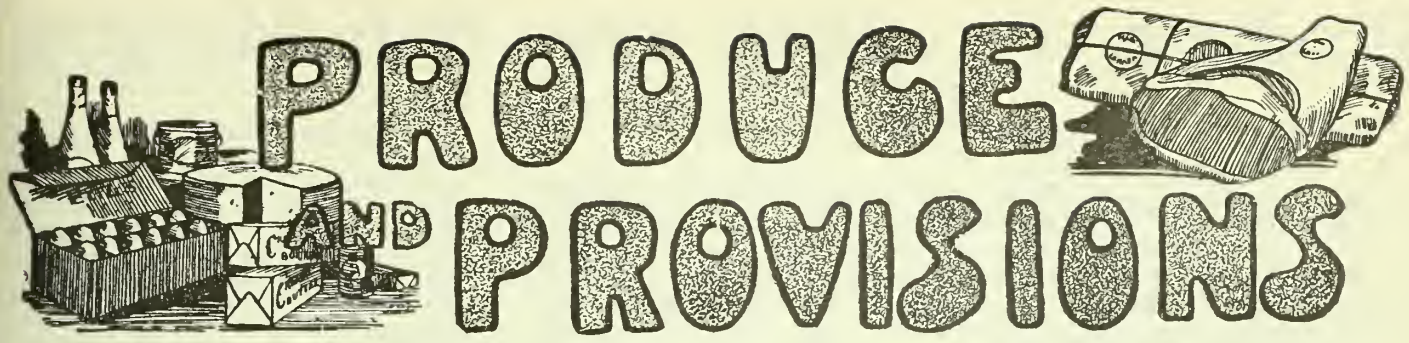
WHAT "PROPHET" MEANS

Teacher (in Chinese Sunday school, reading)—"And Elijah, the prophet—" Do you know what prophet means?

Pupil—Yes, me know, velly well.

Teacher (surprised)—Do you? Well, what is it?

Pupil—Me buy sing for fi' cent, sell fifteen cent, plofit ten cent.



Merchants Protest Against the Egg Marketing Act

"Places Blame for Bad Eggs on the Producer," Says Secretary of Produce Association

THE following letter was received from a subscriber in Saskatchewan and no doubt there are other merchants who have different views on the "Egg Marketing Act" in Saskatchewan and from whom Canadian Grocer would be very glad to have their opinions:

The Editor, Canadian Grocer:

Can you, through your valuable paper, the Canadian Grocer, explain the why of the Saskatchewan Egg Candling Act that has just gone into effect. To begin with, no grocer of any size in Western Canada, can candle all the eggs he receives on Saturdays unless he employs at least two extra helpers. This extra expense is prohibitive to the average grocer, because he has no possible chance of getting his money out of the candled product, at least not enough to pay for the candling. The grocer has to take the price offered by the jobbers or packing houses, regardless of what his eggs cost him, so I would like you to inform me how I am even going to break even on the egg business.

No grocer can afford to take an experienced clerk drawing $30 to $35 per week and put him candling eggs, especially on Saturday when he is needed most at the counter. Then, on the other hand, if we have to have inexperienced help, and they only half do their work, possibling candling half a case, and letting the other half go by, and as one jobber puts it—who is going to take a grocer's grading on eggs, when said eggs are candled and graded by inexperienced help. This is the problem that confronts the merchant at the present time, and we would like to know why this burden has been shoved onto the retail grocer, thus letting the big interests, viz., jobbers and packing houses, go free. Looks like another case of the retailer being the goat. I think it is just about time the retail grocers began to get wise and put up some objections to the laws that are being enforced. In conclusion, I would like to ask: What's the sense of trying to be a successful retail grocer when all the powers that be are working against us. Thanking you for any information you may have to offer. I am, yours very truly,

A GROCER.

Places Blame on Producer

In a recent interview, J. T. Madden, secretary of the Canadian Produce Association, said: "There is no doubt that many merchants will complain about the Saskatchewan Act, but if they take into consideration that this act was enacted as much for their benefit as for others, they would look at it in a different light. In the first place it places the loss on the producer and when he knows that his eggs are being graded he will be more careful in his collecting. At the present time it is almost impossible to get a car of number one eggs from the West. Furthermore," continued Mr. Madden, "Canadian eggs command a greater price in Great Britain than those from any other country and that is another reason why we must be more careful in the grading."

An attractive meat department in the store of Sheffield Bros. at Bowden, Alta. Convenient equipment is a feature in this department.

OLIVE OIL SUPPLIES NOT EQUAL TO DEMAND

Olive oil is likely to be in short supply with advancing prices.

So far as Spain is concerned, the Spanish exporters have in hand at the present time orders, approximately, for 85,000,000 kegs of olive oil. This looks satisfactory enough on paper and indicates an immense export business in this commodity, but there is a negative side to the question as well, and this negative side seriously discounts the positive, for the Government will only grant permission for the exportation of 20,000,000 kegs annually. Thus it will be seen that less than 25 per cent. of the orders will be filled.

So far as Italy is concerned, prospects appear but little better, as shipments from that country are very small, while prices have increased during the last few months from 50 to 75 per cent. It must be gathered from the foregoing, which is supplied to us from authoritative sources, that cheaper olive oil may not be looked for this year, while, on the other hand, it is highly probable that before very long further advances will be noted.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 9.—The produce market is very strong this week with higher prices in many lines. Smoked hams and bacon are 2 and 3 cents a pound higher. Butter holds firm at the advanced prices. The egg market is very strong. While No. 1 is selling at 54 cents, the select eggs are demanding 60 cents a dozen. The fish market is advanced on salmon and halibut. There is also a small advance on mackerel and market cod. The reason seems to be the poor supply arriving on the market and the rather poor fishing season. Lard, shortening and cheese remain firm at the prices quoted.

Fresh Meats Quoted Firm

Montreal.

FRESH MEATS.—Although the market for fresh meats is very firm there is no change in the quotations this week. The prices given below are prevalent in Montreal district:

FRESH MEATS

Hogs, live (selects)	....	0 21	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	....	0 30½	
Fresh Pork—			
Legs of pork (foot on)	....	0 35	
Loins (trimmed)	....	0 42½	
Loins (untrimmed)	....	0 38	
Bone trimmings	....	0 30	
Trimmed shoulders	0 26½	0 32	
Untrimmed	....	0 28	
Pork Sausage (pure)	....	0 26	
Farmer Sausage	....	0 20	
Fresh Beef—			
(Cows)	(Steers)		
$0 23 $0 30 ..Hind quarters..	$0 28	$0 34	
0 14 0 18 ..Front quarters..	0 14	0 18	
.... 0 40 ..... Loins	....	0 46	
.... 0 28 ..... Ribs	....	0 32	
.... 0 18 .... Chucks	....	0 17	
.... Hips	....	0 35	
Calves (as to grade)	0 22	0 28	
Spring lamb, carcass	....	0 32	
Fresh sheep, carcass	0 22	0 30	
Frozen lamb, carcass	....	0 32	

Barrelled Meats Unchanged

Montreal.

BARRELLED MEAT.—There is no change this week in the price of barrelled meat. The demand for home consumption is not large, but considerable amount is being shipped overseas.

BARRELLED MEATS

Barrel Pork— —		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Smoked Meats Are Higher

Montreal.

SMOKED MEATS.—With the heavy demand for smoked meat at the present time and the very strong market that has held for the last few months, the price has advanced on the best lines of bacon to the extent of two and three cents a pound. The best breakfast bacon is being sold at 59 cents a pound. Other cuts vary in price, but have advanced also to the extent of two and three cents.

BACON—		
Breakfast, best	0 49	0 59
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Big Demand for Cooked Meats

Montreal.

COOKED MEATS.—The heavy demand for cooked meats continues. There is no change in the prices this week.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Select Eggs at 60 Cents

Montreal.

EGGS.—The price of eggs is unchanged this week at 54 cents a dozen for No. 1. Selects are selling as high as 60 cents per dozen.

Butter Prices Firm

Montreal.

BUTTER.—The price of butter holds firm this week at the advance quotations of the previous week. Creamery prints are being sold at 60 cents a pound, solids at 59 cents. The market is very strong at the advanced quotations on account of the heavy demand in the United States and their willingness to pay the higher prices.

BUTTER—		
Creamery prints, qual., new	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Lard Prices Unchanged

Montreal.

LARD.—No change is evident this week in the price of lard. The quotations hold firm at current prices of 29 cents a pound in tierces and 29¼ cents in tubs.

LARD—		
Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Cheese Market Strong

Montreal.

CHEESE.—The cheese market holds firm at 31 cents a pound for the new cheese. According to indications from the cheese board the prices will be strong, if not higher, when the new cheese is placed on the market.

CHEESE—		
New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Shortening Remains Firm

Montreal.

SHORTENING.—The price of shortening is unchanged this week and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

Quiet Market for Margarine

Montreal.

MARGARINE.—The price on margarines varies according to brand and quality. However, the market is unchanged at the prevailing prices, from 32 to 35 cents a pound for print.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Halibut and Salmon Dearer

Montreal.

FISH.—Halibut from the Eastern coast is still scarce, but supplies of fresh frozen Western halibut are arriving this week. Fresh lake trout doree are very scarce, but white fish is in good supply. Higher prices are quoted on Restigouche and Gaspe salmon as the supply is rather short. Gaspe salmon has advanced in price and is now quoted at 32 cents. Mackerel is 1 cent a pound higher, quoted at 16 cents. Market cod is also 1 cent higher at 7 cents a pound.

FRESH FISH

Haddock	....	0 07
Steak cod	....	0 10
Market cod	....	0 07
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 32
Halibut	....	0 26
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 15
Fresh Herrings, each	....	0 03

FROZEN FISH

Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½

Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Market Poultry Quiet

Montreal.

POULTRY.—The market for poultry is quiet during this season and the offerings are light at prices quoted.

(Selling Prices)

POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, July 9.—The produce and provision market show few changes this week. Live hogs are steady on F.O.B. basis of $19.00. Cured meats are firm. Cooked hams are scarce. Some packers have difficulty in securing sufficient quantities to meet demands. Egg receipts are comparatively light and are mostly of an indifferent quality. A few cars of American eggs arrived this week. Quotations are up one cent per dozen. The cheese market is steady with a tendency toward firmness due to the expectation of orders for export. Butter, lard and shortening are steady. Fresh fish is arriving in good supply and there is a brisk business noted. Fresh trout is up two cents per pound. Frozen fish is selling well and prices are steady. Storage stocks of poultry are about cleared up. Fresh poultry is arriving in ample quantities to meet demands and prices are maintained. Ducklings are quite small and prices are easier.

Fresh Meats Steady

Toronto.

FRESH MEATS.—This market is unchanged. Live hogs are steady on F.O.B. basis of $20.00 per hundred. Dressed meats are also steady at unchanged prices.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	....	20 25
Live, fed and watered, per cwt.	....	20 00
Live, f.o.b., per cwt.	....	19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 43½
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 60
Spare ribs	....	0 19
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 30
Boston butts, lb.	....	0 36½
Montreal shoulders, lb.	....	0 30½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24

Above prices subject to daily fluctuations of the market.

Cured Meats Firm

Toronto.

PROVISIONS.—One packer has advanced all smoked bacon and hams one-half cent per pound. Other packers' quotations, however, have not changed. Supplies of ham continue scarce and the market is firm under a heavy demand.

Hams—		
Medium	0 45	0 48
Large, 20 to 25 lbs. each, lb.	....	0 43
Heavy, 25 lbs. upwards, lb.	....	0 34½
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 58	0 66
Rolled	....	0 68
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim	....	0 60
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	....	0 40
Wiltshire, ¾ cut	....	0 44
Wiltshire, middle	....	0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	0 28
Do., av. 80-90 lbs.	0 26	0 27
Clear bellies, 15-30 lbs.	....	0 30
Fat backs, 10 to 12 lbs.	....	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	49 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy	....	60 00
Lightweight	....	65 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Are Scarce

Toronto.

COOKED MEATS.—The scarcity of cooked hams continue to be the feature of this market. Some dealers have been completely cleared up of cooked hams for the first part of this week but expect to be in a position to fill orders during the latter part. Jellied ox-tongue is in demand at 65 cents per pound. Jellied calves tongue is also a good seller at 52 cents per pound.

Boiled hams, lb.	0 63	0 65
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 51
Head Cheese, 6s, lb.	....	0 14
Choice, jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 52

Above prices subject to daily fluctuations of the market.

Egg Supplies Are Short

Toronto.

EGGS.—There is a scarcity noted for select eggs. The supplies mostly arriving are of inferior quality. A few cars of American eggs were brought in this week to help out the shortage on Canadian eggs, as dealers report that not sufficient supplies are arriving to meet present demand. Quotations are up one cent per dozen.

EGGS—		
Fresh, selects	0 57	0 58
Fresh	0 56	0 57
Fresh selects in cartons	0 59	0 60

Prices shown are subjects to daily fluctuations of the market.

Butter Market Strong

Toronto.

BUTTER.—Storage operations continue to be active, which has the effect of keeping the market firm. Quotations are unchanged.

BUTTER—		
Creamery prints	....	0 60
Dairy prints, fresh, lb.	0 50	0 55

Cheese Shows Firmness

Toronto.

CHEESE.—The cheese market is steady wth a tendency toward firmness, due to the expectation of orders for export. Quotations are unchanged.

CHEESE—		
Large, old	0 33	0 34
Do., new	....	0 32
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Shortening Unchanged

Toronto.

SHORTENING. — The market for shortening generally is steady with the exception of domestic. This brand has declined one-half cent per pound.

SHORTENING—		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.	....	0 26¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Lard Quotations Steady

Toronto.

LARD.—Quotations on lard are unchanged. The market is ruling firm.

Tierces, 400 lbs.	0 28	0 29

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Fresh Trout Up Two Cents

Toronto.

FISH.—Fresh fish is arriving in good supply and there is a brisk business noted. Fresh trout is up two cents per pound. Fresh salmon is in good demand and is quoted at 32 cents per pound to the trade. Frozen fish is selling well and prices are steady.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 [illegible]
Do., market, lb.	0 4½	0
Haddock, heads off, lb.	....	
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20

Fresh Mackerel	0 12	0 13
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	....	0 08½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Poultry Prices Maintained

Toronto.

POULTRY.—Storage stocks of poultry are about cleared up. Fresh poultry is arriving in ample quantities to meet the demand and prices are maintained. Young ducklings that are arriving are quite small and prices have dropped 5 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	- 0 40
Roosters	0 22	- 0 25
Fowl, over 5 lbs.	0 32	- 0 32
Fowl, 4 to 5 lbs.	0 28	- 0 28
Fowl, under 4 lbs.	0 26	- 0 26
Ducklings	0 30	- ....
Guinea hens, pair	1 25	- 1 50
Spring chickens, live	0 50	- 0 60

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 40

FRESH FISH		
Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 17
Fresh Trout	....	0 22

NORWEGIAN SARDINE CATCH

Donald Menzies, of Stewart Menzies & Co., Toronto, has been in New York meeting S. V. Jensen, a director of the Oversea Export Co., Christiania, Norway. Mr. Jensen states that the pack of first-grade Norwegian sardines has up to the present been considerably less than expected, but that better results are being looked forward to. There has been a fairly good catch of third-grade fish.

WINNIPEG MARKETS

WINNIPEG, July 9.—There is practically no change in the market for fresh meats. A poor demand exists for butcher cattle, with very little good stuff on the market. The hog market remains unchanged. The egg market is very firm, while receipts continue light. Butter and cheese remain firm. Pure lard is very firm. Shortening declined ¾ cent a pound this week. Fresh fish is arriving freely and a good demand noted.

No Change in Meats

Winnipeg.

FRESH MEATS.—There is no change in the price of fresh meats. The market remains firm. Hogs are steady with no change in prices and receipts very light.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 34
Front quarters, lb.	0 17	0 23
Whole carcass, good grade, lb.	0 26	0 28
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 27
Choice ewes, 55-70 lbs., lb.	....	0 26
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—The market is strong for cured meats, particularly on hams and bacon. Prices ruling steady.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—There is an active demand for cooked meats of all descriptions. The demand by far exceeds the supply. Prices remain unchanged.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 65½	0 67½
Do., roast, lb.	....	0 67½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Market Firm

Winnipeg.

BUTTER.—The butter market has a very firm tone. Dairy butter is arriving a little more freely. Prices remain steady.

Creamery, best table grade	....	0 59
Dairy butter, best table grade	....	0 45
Margarine	0 37	0 39

Cheese Market Steady

Winnipeg.

CHEESE.—Good quality cheese is arriving in good supply. The tendency of the market is very firm, and prices are ruling very steady.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Scarcity of Eggs

Winnipeg.

EGGS.—The egg market shows receipts to be very light. Eggs are becoming very scarce. Prices are bound to stiffen very soon. Farm eggs are quoted at 50 cents per dozen while candled eggs are 45 cents per dozen.

Pure Lard Firm

Winnipeg.

LARD.—The market this week found pure lard very firm, while shortening dropped ¾ cent per pound this week.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	6 05
Do., tierces of 400 lbs., per lb.	....	0 27

Fish Arriving Freely

Winnipeg.

FISH.—Fresh fish is arriving freely and a good demand is noted. Prices remain practically the same.

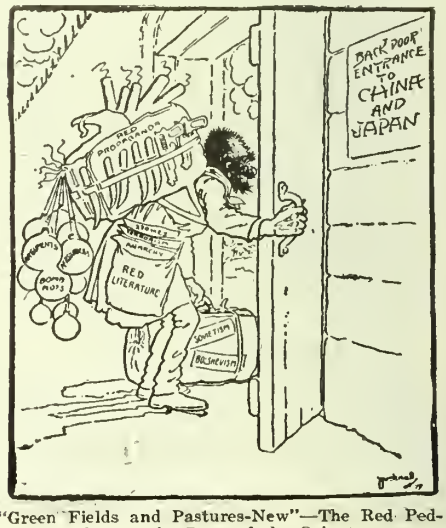
Poultry Can Be Held for 9 Months

No Deterioration, No Change in Palatability Results in That Period

Testifying before a United States Government Agricultural Committee on the cold storage of poultry, Dr. Mary Pennington, head of the Food Research Laboratory, said:—

"I am very glad to say now that poultry can be held for nine months, the ordinary poultry as it goes in the storage warehouse in the ordinary channels of commerce, with practically no deterioration, practically no change in palatability or in composition as determined by the most delicate tests that we can apply in the laboratory.

"Between nine months and 12 months there is a slight change in flavor. I think to the ordinary consumer of poultry that change would not be detected. I am speaking now in terms of the greatest refinements that I can apply in the way of flavor tests. I have, therefore, as applicable to the present time, no information that would indicate that dressed poultry cannot be held for 12 months in not only good, but in highly desirable condition. That applies to all classes of poultry going into storage—to broilers, roasters and fowls, as well as turkeys, ducks, geese, and so on."



"Green Fields and Pastures-New"—The Red Peddler at the Door of the Orient.

Your Customers will be glad to get

Our New Book—

"Saving Without Sacrificing"

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

We distribute them through the Retail Dealer as follows:—

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, "Saving Without Sacrificing," is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL - HAMILTON

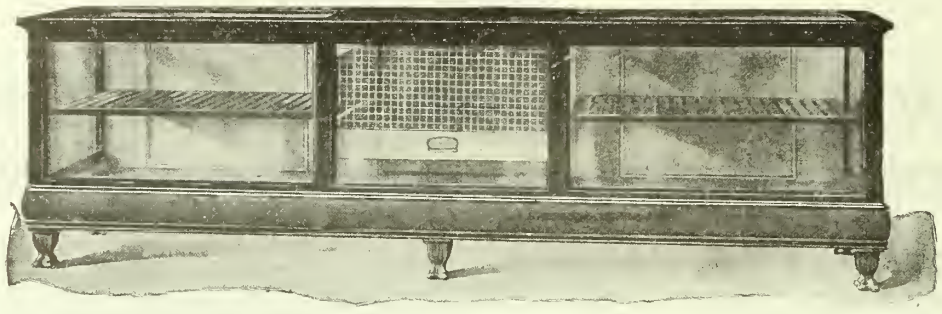
Please send me a supply of your illustrated folders advertising "Saving Without Sacrificing," which I shall be pleased to distribute among my customers.

Name .....

Address .....

.....

ARCTIC
COUNTER REFRIGERATORS



Eliminate the waste of perishable goods and increase your sales by the attractive manner in which perishables are displayed. Arctic Counter Refrigerators in two sizes. No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs. No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.

Write for Free Catalogue and Prices

JOHN HILLOCK & COMPANY, LIMITED

Office, Showroom and Factory: 154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers' Supply Co., Regina, Sask.; F. G. Harris, Halifax, N.S.

Salt Plant, Windsor, Ontario

The Salt That Sells

Manufactured under ideal conditions, in the best equipped salt works in the Dominion, the Canadian Salt Company's products are unequalled for quality and strength.

Salt for every need.

WINDSOR TABLE SALT
(For general household use.)

REGAL TABLE SALT
(Free running—Sold in cartons.)

WINDSOR DAIRY SALT

WINDSOR CHEESE SALT

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

"Profit! That's the word. Comes quickest and easiest from a quick and easy seller. That's Gunns Easifirst. Housewives certainly like it."

Phone Junction 3400
for your supplies

Gunns Limited
West Toronto

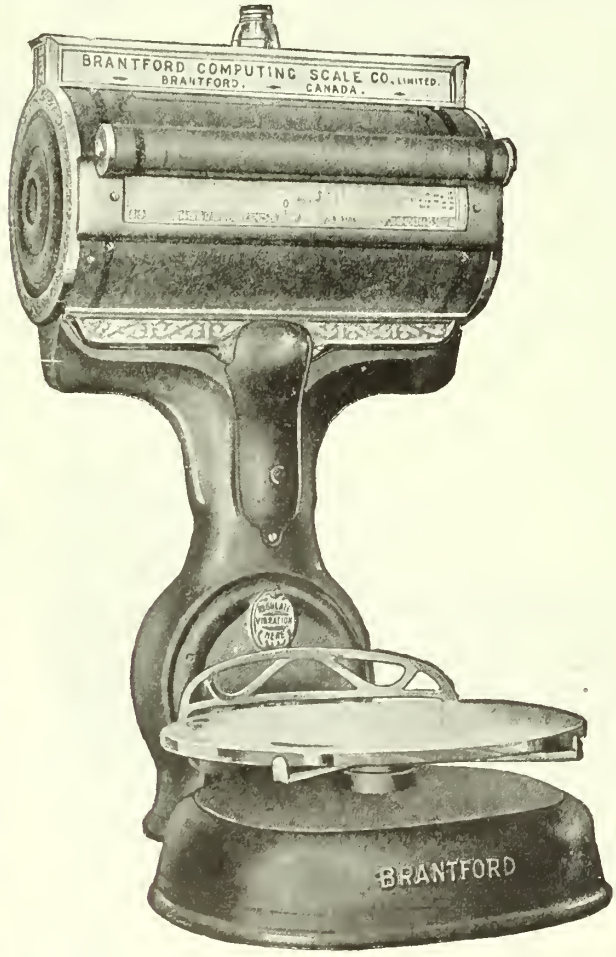
H.A. COOKED MEATS

are just the kind of high quality, tempting meat products that will bring your customers in time after time for repeat orders and their wide range and daintiness offers a most varied and delightful Selection.

H·A BRAND

Keep your stock well filled and prominently displayed and a little suggestion on your part will boost your summer sales in an astonishing manner.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA



Absolutely Reliable

For those desiring a scale that is entirely reliable for efficient service we recommend the one illustrated here. The delicate parts are enclosed to exclude dust and our representations are backed by the well-known Brantford guarantee.

Write for illustrated and detailed catalogue.

The Brantford Computing Scale Co.
LIMITED
Brantford, Canada
Offices and showrooms in the large centres

CHICKEN HADDIES

(Lily Brand)

The Ideal Meat Substitute

Our line of fresh, canned sea food—Chicken Haddies, is now ready for you.

Caught off the famous fishing waters of the Nova Scotian coast and sanitarily packed in our plants at Digby and Canso, N.S., these delicious fillets of tender, young fish come to the dining table all fresh and ready-to-serve.

These fish mean substantial profits for you. Their sale last year was remarkable.

CHICKEN HADDIES REGISTERED

All ready for shipment. Order now.

Packed at Canso, N.S., by the

Maritime Fish Corporation, Limited

General Offices: MONTREAL

Packers of the celebrated "Maple Leaf" Brand Codfish Flakes

MAPLE LEAF BRAND CODFISH FLAKES REGISTERED

APROL

SELLING IDEA NO. 8

SECURE

Lady Demonstrator

A good demonstrator will sell 8 out of 10 customers.

500 bottles in a week would mean big business for you.

Try this Idea. It is a very successful one. Many merchants throughout Canada are increasing their sales wonderfully.

Be sure you keep all the different sizes

Order from your wholesaler

W. J. BUSH & CO.
(CANADA) LIMITED
National City, California
Montreal Toronto

For an economical, tasty, summer treat suggest

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

Their moderate price, and tempting flavor always wins praise, and the great variety of dainty warm weather dishes they afford solves the busy housewife's "what shall I serve" problem.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

Profitable Repeat Sales

make Brunswick Brand Sea Food Products a most satisfying line of business-builders to handle. Their reputation for purity and their well-known high standard of quality wins not only exceptional profits for dealers, but also a prestige that creates confidence in other lines stocked.

Brunswick Brand Sea Foods

are packed and processed from carefully selected, freshly caught fish from the clear, cool ocean depths.

They possess an exquisite flavor which, coupled with their reasonable price, makes them remarkable sellers.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Check up your stock to-day and order from your jobber.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative: CHAS. DUNCAN & SON, Winnipeg, Man.

Summer Beverages

Non-Alcoholic

Now is the time to make big sales and extra profits
For Camping Parties Picnics Tourists
Packed 1 dozen to case. Freight prepaid on 10 case lots

Order from our wholesaler

REPRESENTATIVES WANTED FOR TORONTO, WINNIPEG AND VANCOUVER

S. G. BENDON UTILITY CO.
St. Nicholas Bldg., MONTREAL

Why You Should Feature KING GEORGE'S NAVY

The veteran "Chewer" is a mighty hard man to please, but King George's Navy always satisfies the most discriminating.

And the margin of profit on every sale should recommend King George's Navy to every aggressive dealer.

If you are not now selling it, get a trial supply to-day.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

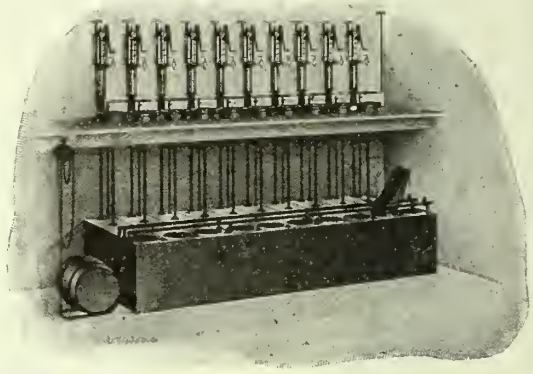
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.

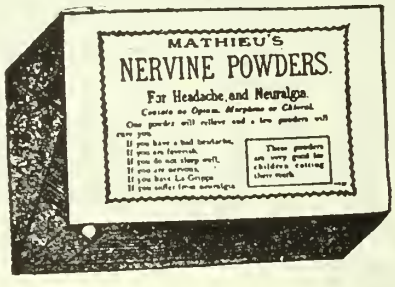


S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centers

Representatives Everywhere



MATHIEU'S NERVINE POWDERS

—should be recommended to your customers for Headaches, Neuralgia, etc.—then displayed for a continued reminder.

A good seller by reason of the fact they are absolutely free from all injurious drugs and contain no morphine, chloral, cocaine or opium.

Order a Supply To-day

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

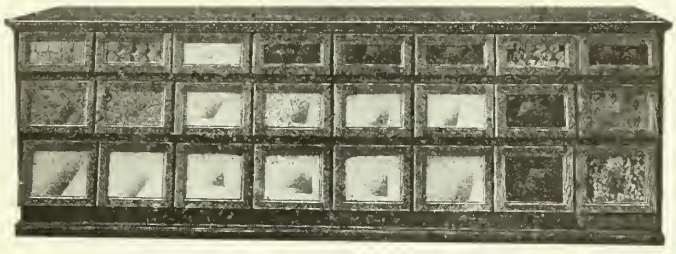
W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

Walker Display Fixtures

For Campers and Holiday trade, use Walker Display counters and wall cases. Save stock, time and labor. Get you more trade.



Front of No. 3 Universal Display Counter

These counters in three different stock lengths, each equipped with three sizes of patented gravity closing bins.

Can supply plain panel or display front counters for all purposes.

Sectional Bin Cases for Walls, cake case sections, fruit or open shelf sections in standard sectional lengths.

Counter No. 9-Refrigerator

Cool Air Display Counter. Just the thing for your campers and home trade, during the hot weather when little cooking is done. 9 ft. and 11 ft. long, glass or marble top.

The Walker Bin & Store Fixture Co., Limited, Kitchener, Ont.

Help to Conserve the Nation's Health

All insects, to greater or less extent, are a menace to human well-being. Infant mortality—particularly in summer—is often directly traceable to this cause. Healthy citizens are a national asset. By recommending

KEATING'S POWDER

you are actually performing a service of value to the whole community. No insect can live, once it comes into proper contact with KEATING'S. It is fatal to—

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitos	Beetles	Moths

—but harmless to human or animal life. Every home needs KEATING'S. Keep your shelves well stocked.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

AGENTS WANTED

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

Finest Package on the Market

Bonne Santé Products Ltd.

9 Iberville St. Montreal

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

The Fruit Juice With the Snappy "Kick"

"MONTSERRAT" is one of the best sellers in the modern grocery store. The fact that it is the pure juice of tree-ripened limes from the Island of Montserrat—the finest lime fruit juice in the world—is the kind of quality guarantee that every grocer appreciates. And the big "MONTSERRAT" advertisements in the newspapers, keep the goods moving and give you a quick turn-over and a nice profit on every sale.

Feature "MONTSERRAT" throughout the summer season, and see what a very profitable lime it can be

MONTSERRAT

Lime Fruit Juice

National Drug & Chemical Company of Canada Limited, Montreal

Obliging Your Customers

—means business for you. During summer months in hasty lunch preparations customers make hurried demands. Be thrifty and always have in stock BRODIE'S Self-Raising Flour—for making excellent Pancakes, Muffins, Biscuits, Doughnuts, etc.

Your wholesaler or jobber can supply you.

Ontario Representatives:
Chadwick & Co., Toronto
Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Brodie & Harvie, Limited
Bleury Street, Montreal

COSGRAVE'S PURE Malt Vinegar

IT'S much easier and less wasteful when you sell vinegar in sealed bottles. It puts the onus of quality where it really belongs—on the manufacturer. We guarantee the purity of every bottle of Cosgrave's Vinegar.

Ask your jobber for Cosgrave's You sell it in sealed bottles only at the standard widely-advertised prices of 25c and 15c.

Cosgrave's means greater satisfaction both to you and your customers.

Toronto Vinegar Works
Toronto

A Regular Seller

People who buy Marsh's Grape Juice once will find it an inviting selection again and again.

Made from the pure Concord Grapes.

Display a few bottles, at least, to assist you in profitable sales.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
Agents for Ontario, Quebec and Maritime Provinces
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

"Wonderful" Soap

Wonderful Satisfaction

Wonderful Repeats

make

Wonderful Profits

Give **Wonderful Soap** and **Crystal Soap Chips** a wonderful display and their

Q-U-A-L-I-T-Y

will do the rest.

Guelph Soap Company
GUELPH, ONT.

First Favorite

Summer means soft drinks. If you want quick sales and lots of them, carry the favorite—

O'Keefe's

GINGER ALE

Everyone knows it and everyone enjoys it. The wise dealer reaps the benefit of its popularity, in good profits. It is O.K. in name and quality. Other O.K. soft drinks are:—

Special Pale Dry Ginger Ale
Belfast Ginger Ale
Sarsaparilla, Cola
Lemonade, etc., etc.

O'KEEFE'S TORONTO
Phone Main 4202

Do You Sell Mellow

"MELLOW" TRADE MARK FOOD PRODUCTS

Looms Large
in the Housewife's Estimation
for Lemon Pies

Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

Give this Sales-maker a "front seat"

Put Gold Dust packages where your customers can see them.

Every day more of your customers are discovering that they need Gold Dust. That's because of the advertising. You can sell each of these women if they see Gold Dust on your shelves.

Gold Dust has a quick turnover, good margin of profit, and it's "Made in Canada."

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Start This Endless Chain

Mrs. Smith is delighted with the Mapleine you recommended to her.
It makes such delicious maple-tasting frostings and dainty desserts she tells neighbors and friends about her "find."
What happens? These same neighbors and friends come to you for *their* bottle of

Mapleine

Because it's a treat for maple-loving people, one sale brings an endless chain of sales.

Order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-578

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lbs. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal, P.Q.

Our Agents:
C. T. NELSON, Victoria, B.C. — E. U. GIBSON, Winnipeg, Man. — GAETZ & CO., Halifax. N.S.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hailton, Ont.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb,, Canada Laundry	$0 12½
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15

Prunes

There is a large demand for Prunes. Time was when summer came around nobody wanted them.

The situation is completely changed—there are as many sold now in the early and middle summer as at any other time of the year; quality, of course, has something to do with this. Formerly the bulk of this fruit was from Central Europe and inferior to start with, then put up in a very careless and indifferent manner—in hogsheads and barrels. After being three or four months old they had to be put through a steaming process to make them look at all presentable. Now every care is taken by the growers and packers to place them before the people in an attractive way, with the result that Prunes are now looked upon as an eatable proposition by everybody. We offer:

Santa Clara	20/30	25 lb.	Boxes	32
Santa Clara	40/50	"	"	26½
Santa Clara	50/60	"	"	23½
Santa Clara	60/70	"	"	21½
Santa Clara	70/80	"	"	18½
Santa Clara	80/90	"	"	16½
Santa Clara	90/100	"	"	15½
Santa Clara	100/120	50 lb.	"	13

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

ROSE'S LIME JUICE

A winner of repeat sales and good will

"Rose's" Lime Juice (the original and genuine brand) is an ideal refreshing beverage that sells well and earns big profits.

It is put up in attractive bottles that make excellent displays. Send in your order to-day and arrange them on your counter or in your window. Back them with a little selling effort and put extra dollars in your "till."

Holbrooks, Ltd.
Toronto and Vancouver

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATINE	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid).....	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown....	5.60
IMPERIAL TOBACCO CO. OF CANADA, Limited	
EMPIRE BRANCH	
Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Str n, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.....	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz....	1 70
Perfection, ½-lb. tins, doz.....	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb..	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box.....	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 49
Milk Medalli s, 5-lb. boxes, 30 boxes in case, per lb....	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box.....	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.....	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box.....	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1.90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD., 14 Bleury St., Montreal	
XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 20
Do., 3 lbs.	3 15
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 05
Crescent Self-Raising Flour, 6 lb.	6 10
Do., 3 lb.	3 10
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz....	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg. doz...	1.50

SUMMER FRUITS

PEACHES PEARS PLUMS

California fruit now arriving, in fine condition

Plums, good varieties and large sizes

MISSISSIPPI TOMATOES
HOTHOUSE TOMATOES
CANTALOUPES, CHERRIES., ETC.

The best of everything the Continent produces

WHITE & CO., LTD.
TORONTO

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries
Now arriving freely—Include some in your next order.

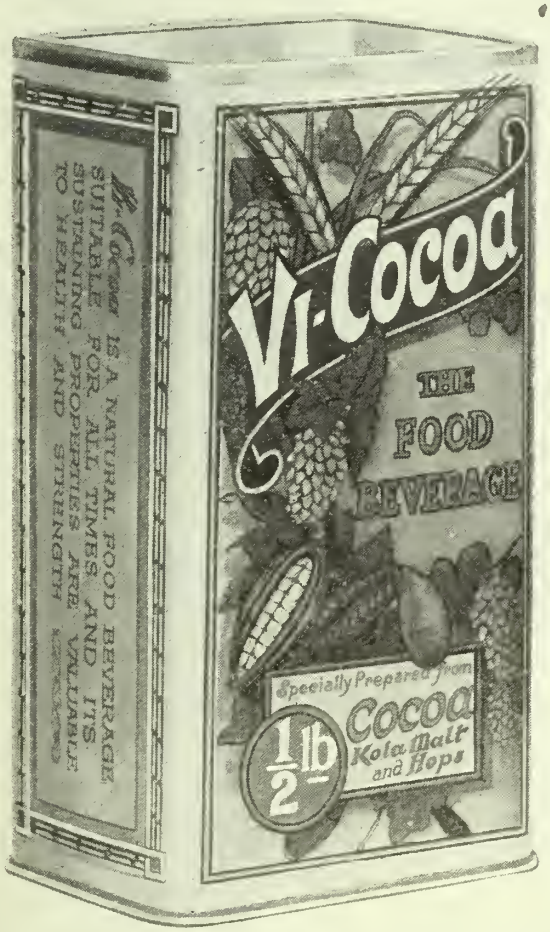
WATERMELONS
Fresh cars every week—Large average.

NEW POTATOES
Very fine quality and prices right.

NEW VERDELLI LEMONS
The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son
Guelph ***Established 1861*** **Ontario**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THE FOOD BEVERAGE
IS A NATURAL FOOD BEVERAGE SUITABLE FOR ALL TIMES AND ITS SUSTAINING PROPERTIES ARE VALUABLE TO HEALTH AND STRENGTH
Specially Prepared from
Cocoa
Kola Malt and Hops
1/2 lb

Boss and Buggy
Egg Crates
Butter Wraps

Walter Woods & Co.
Hamilton and Winnipeg

Junket Powder

NESNAH

A delicious SUMMER DESSERT that is not only nutritious but economical and easily prepared for hurry-up luncheons—just the thing for this weather.

NESNAH is made in four (4) flavors and put up in attractive cartons. Retails at 15c.

Junket
MADE *with* MILK

This delicious dessert comes in tablet form. JUNKET has been recognized as a wholesome dessert and adaptable to various uses—will be found an active seller.

Chr. Hansen's
Canadian Laboratory
TORONTO - CANADA

Selling Agents for Canada:
LOGGIE, SONS and CO.
32 Front St. West - TORONTO

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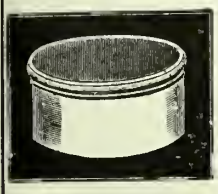

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as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay aud Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
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Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

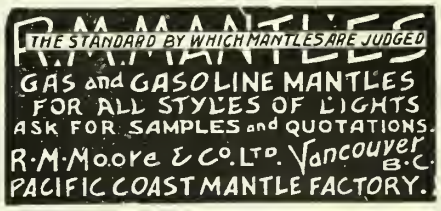
The "want ad." is the great force in the small affairs and incidents of daily life.

NEW FREIGHT SERVICE FROM THE SOUTH

In view of the great congestion that occurs almost annually in the United States during the fall and winter months there is a movement on foot between the fruitgrowers of California and the Shipping Board of the United States to inaugurate a fruit service from the Southern Pacific Coast via Panama Canal to New York. This fruit service would carry dried fruits and California fruits to the Northern ports. One steamer would carry 150,000 tons of fruit, which would be equal to the capacity of 5,000 freight cars. This would greatly cheapen the cost of the transportation as well as relieving the congestion during the busy season. California faces a serious car shortage at the present time and if this fruit is not handled promptly and efficiently it is bound to deteriorate. As rolling stock is short of requirements and cannot be secured in time for the prospective movement the water route is strongly advocated.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M.Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

STOCK OF GENERAL MERCHANDISE FOR sale. Only store in good town, doing fine business. Will sell or rent buildings. Stock about $8,000. Fred L. Shepard, Warner, Alta.

FOR SALE—LIVE GROCERY BUSINESS IN city of 15,000. Big turnover. Good reasons for selling. Box 180, Canadian Grocer, 153 University Ave., Toronto, Ont.

GOOD OPPORTUNITY TO BUY A FIRST-class general store business, in good farming locality, sixteen miles from town, six from nearest village, three miles from railway station. Stock about $5,000, turnover about $15,000. Post and rural distributing office. Good orchard, also stable and dwelling. Good reasons for selling. Box 184, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED — MALE OR FEMALE, EXPXERIenced clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — A PARTNER FOR A GENERAL store business. A good live single man, with about $1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

THOROUGHLY EXPERIENCED AND COMPEtent man wants responsible position with a good firm in general or grocery store. Will take complete charge grocery. For full particulars, reference, etc., apply Box 182, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — REPRESENTATIVE WHOLESALE jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

WANTED — GOOD LIVE AGENT FOR PROvince of Quebec, to represent old established jam and sauce manufacturers. Must have connection with wholesales and large retailers. Box 186, Canadian Grocer, Toronto, Canada.

ARNETTIZE YOUR STORE
Arnett
Silent Salesman
are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.
Thomas Lewis Arnett
Souris, Man.
6

POSITIONS WANTED

MARGARINE EXPERT — WITH 25 YEARS' experience in leading factories in European plants, and able to take entire charge of production, desires connection. Excellent references. Only a first-class situation will be considered. Box 164, Canadian Grocer, 143 University Ave., Toronto, Canada.

AGENCIES WANTED

COMMISSION AGENT RESIDENT IN ST. John could handle another line in New Brunswick. Box 168, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Arctic Ice Blankets

Reduce Ice Bills by Saving Ice

Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

GROCERS FIND A BIG DEMAND FOR THEM. RETAIL PRICE, 10 CENTS EACH.
WHOLESALE PRICE, 90c DOZEN; $10.00 GROSS.
FOR SALE BY

PARKE & PARKE, LIMITED
Macnab St. & Market Sq.
HAMILTON, ONT.

OPPORTUNITIES ARE BEING

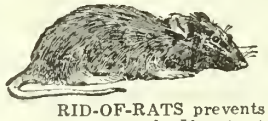
OFFERED EVERY WEEK

ON THIS PAGE. ARE

YOU MAKING

USE OF

THEM



RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

You Can Sell Cooked Meats in Hot Weather

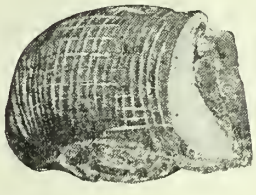
better than at any other time in the year

Swift's Cooked Meat Specialties

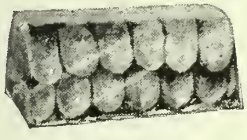
are just what your customers want. Their mild appetizing flavor and pleasing quality will satisfy.

No cooking needed, all ready-to-eat; convenient, economical, easy to sell.

Try some of these products and see how readily they take with your customers—



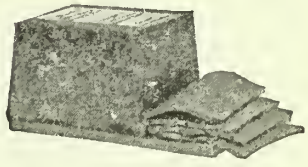
Swift's Premium Cooked Ham. Swift's Baked Luncheon Loaf. Swift's Baked Ham. New England Style Cooked Specialty. Premium Minced Specialty. Swift's Jellied Beef. Jellied Beef Tongue. Jellied Pork Tongue. Ashland Cooked Specialty.

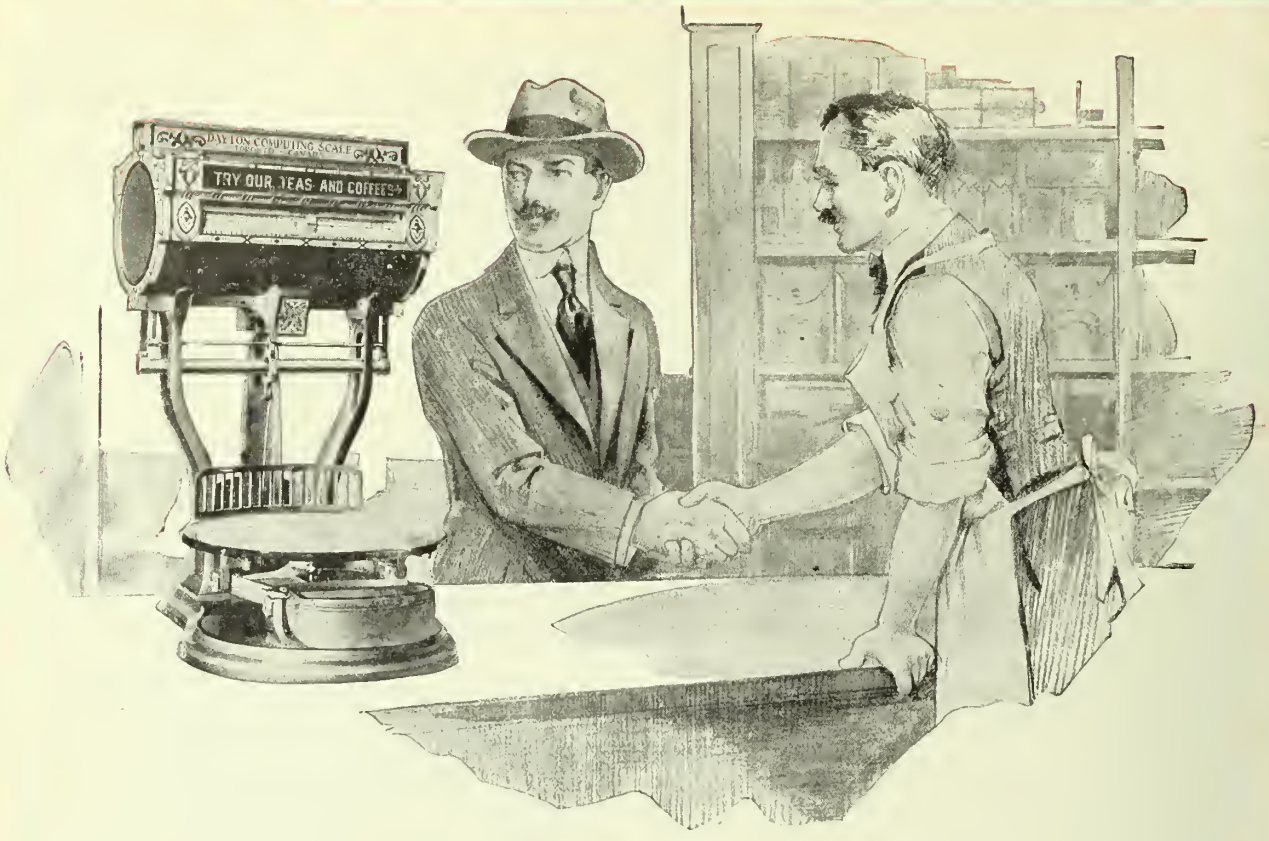


Swift Canadian Co.

Limited

Toronto Winnipeg Edmonton





——and when the rush hour came

THE GROCER WAS READY WITH "THAT OTHER DAYTON"

That's why he counts the Dayton Salesman among his best friends. Rush hours cannot be left to take care of themselves. Congestion in service resulting from out-of-date equipment or lack of equipment means:

1. Clerks waiting and helpless; time lost when time is most precious.
2. A business tie-up which stamps the management as inefficient, in view of onlooking patrons.
3. A waiting-line of vexed and dissatisfied customers, many of whom will not return.
4. Loss of trade; and worse still, loss of the confidence which brings you new trade.

LOOK AFTER YOUR RUSH HOURS

"Nothing succeeds like success"—and what better demonstration of a healthy, flourishing business than the rush-hour.

Show your business capacity by providing in advance adequate equipment. Daytons placed at convenient points in your store mean quicker service, a large turnover and increased profits.

MADE IN CANADA

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415 Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118, 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

COMPLETE DECISION IN WHOLESALE GROCERS' CASE

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JULY 16, 1920 No. 29

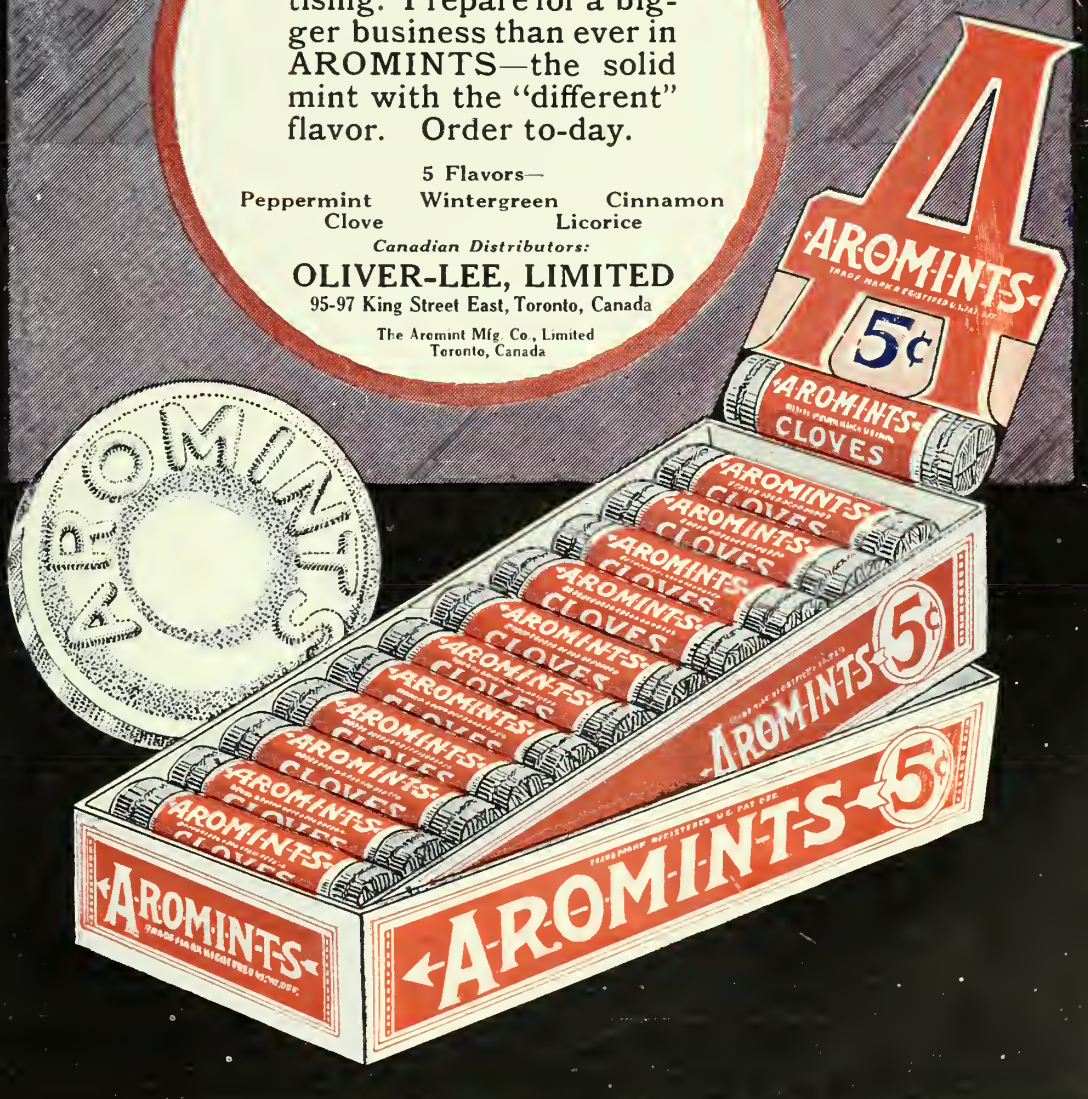
AROMINTS

We are increasing Aromint production, and we are increasing our advertising. Prepare for a bigger business than ever in AROMINTS—the solid mint with the "different" flavor. Order to-day.

5 Flavors—
Peppermint Wintergreen Cinnamon
Clove Licorice

Canadian Distributors:
OLIVER-LEE, LIMITED
95-97 King Street East, Toronto, Canada

The Aromint Mfg. Co., Limited
Toronto, Canada


AROMINTS
5¢
AROMINTS
CLOVES
AROMINTS
AROMINTS
AROMINTS

A Salesman is More than a Machine

Perhaps in years to come—when efficiency reaches its highest pinnacle, and some efficiency expert finds himself sorely in need of an occupation—he may attempt to make a machine to *sell goods*. To take the money and hand out the article requested.

A salesman uses his brains and imagination to find hidden sales features in his product and suggest them to customers.

If asked for a bottle of O-Cedar Polish to brighten the furniture he would mention the splendid results O-Cedar gives when used to bring back the original gleam to a piano or auto.

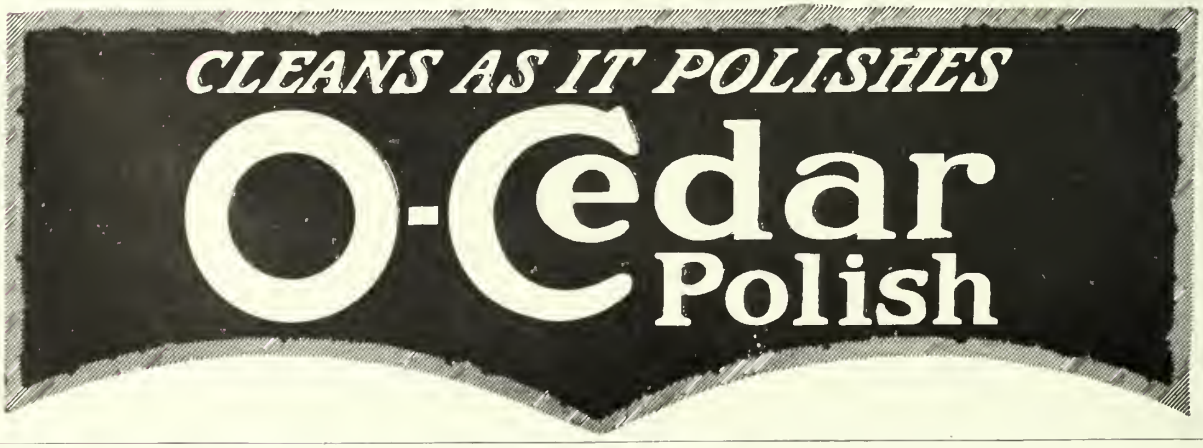
Or he would tell of the ease and thoroughness with which the O-Cedar Polish Mop polishes floors and woodwork.

Little points like these, a mere machine could never aspire to, but the modern salesman uses them for making sales, friends and profits.

Order from your Wholesaler

Channell Chemical Co., Limited

Toronto



CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Speeding Summer Sales with *Borden's* Milk Products

A good window display during the warm weather months suggesting the convenience of Borden's milk products will catch the eye of the prospective camper, picknicker and summer cottager and serve as a drawing card to bring them into your store for other purchases as well. This is one big reason why so many high-class grocers invariably feature Borden products during the summer months.

Eagle Brand Condensed Milk

St. Charles Evaporated Milk

Reindeer Condensed Coffee
Condensed Cocoa

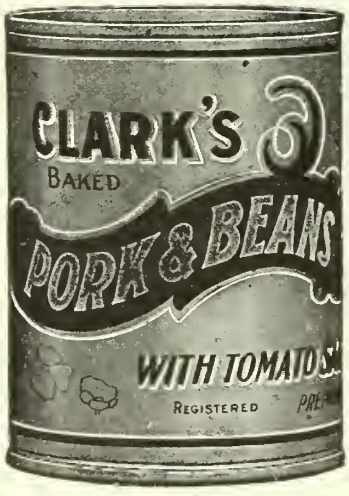
Borden's Malted Milk

The Borden Co., Limited
Montreal

Borden's

Canada's National Milk

CLARK'S
PORK AND BEANS



with Tomato, Chili or Plain Sauce are as popular as ever with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the highest quality with the best reputation, they are far and away the

BEST SELLERS

SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited Clark's **Montreal**

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.

Always Good

ROYAL ACADIA SUGAR

Royal Acadia Sugar can be depended upon to be 100% Pure and 100% sweet, a standard that never changes from one year's end to the other.

For every sweetening purpose you can recommend it to your customers with absolute assurance that it will uphold its reputation of "always good."

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from Fruit and Granulated Sugar Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Your Profits Increase as Service Improves and Cleanliness Prevails

TRADE goes where it is most deserved by clean store, and clean merchandise. People pay more for such goods and service.

The most important step you can take in store improvement is to instal a Sherer Counter—the 100 per cent. counter. It will start new people coming to your store.

We make it easy for you to own a Sherer Counter—a special kind for every need. Write us today for full information and terms.

This is the famous Number 66 A general utility counter—It has made" thousands of stores.

SHERER GILLETT CO.
GUELPH, ONT.

"MADE IN CANADA"

Patented in Canada

Sell Food By Weight

No. 66 is a great favorite. 15 ft.-8½ inches long 33½ inches high. Has 31 Display Pockets and 31 Drawers. It is the great insistent salesman of the trade.

Sherer Gillett Co., Dept. 57
GUELPH, ONT.

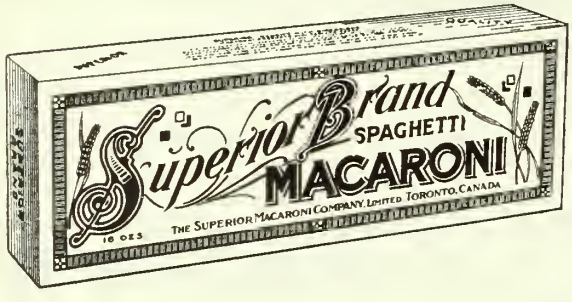
Send us particulars and terms

Name.....

Town.....

Province.....

Why not a sample order!



More Macaroni than ever has been used this year.

Consequently folks might get a bit tired of the brands they're accustomed to.

A new brand of exceptional quality means more sales. The Superior flavor is DIFFERENT, the quality is s-u-p-e-r-i-o-r.

Now then—

Many of your older customers take your say so for a new brand.

Try out a sample order right now. For our part, we gladly commit our chances of continuing business to your verdict. Sizes—20 lbs., 10 lbs., and 1 lb. packages.

Superior Brand MACARONI

Sole Selling Agents :
Sainsbury Bros.
TORONTO
Vancouver, B. C. 134 Abbott St.
Winnipeg, Man. 510 Confederation Life Building
Montreal, Que. 116 St, Nicholas Bldg.
Halifax, N. S. 223 Hollis St.

The Superior Macaroni Co., Limited, Toronto, Ontario

What is so-called "Pure" Jam?

ANY jam that contains not more than 10 per cent. of adulterant, under Government regulations, is allowed to be labelled "Pure Jam."

What is Lindners Special Blended Jam?

It is made from firm, ripe fruit and sugar, with an addition of apple jelly—slightly higher than the 10 per cent. set by the Government; it is honestly labelled to show what is in the package.

WHOLESOME? Nothing more so than fruit and sugar, absolutely clean-packed by 1920 methods.

Look at the color and texture!—"taste the taste," and then compare the price.

You will be S-A-T-I-S-F-I-E-D and so will your customers.

The new pack of

Lindners Special Blended Strawberry

is now ready. Order **now**—there is a big and ever-increasing business awaiting you on this line.

THERE IS NOTHING LIKE IT ON THE CANADIAN MARKET

Ask your grocery traveller what he thinks of Lindners—and then place your order.

Lindners Limited
Brampton, Ont.

LANKA

LANKA
TEA

You Can't Say You Keep the Best
Unless You Offer Your Customers

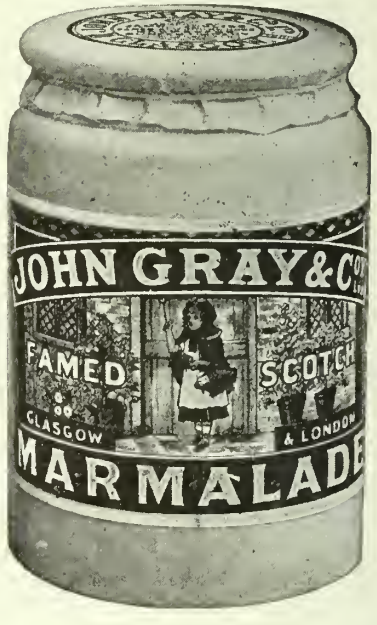
LANKA TEA

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow
Established over a Century

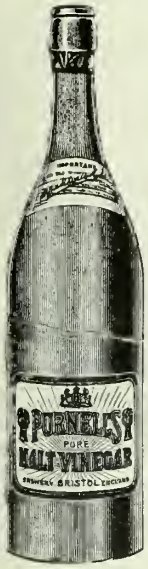
Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

PURNELL'S



England's Best PURE MALT
VINEGAR,
PICKLES
& SAUCES

SPECIALITY B V FRUIT SAUCE

Have Stood the Test of Time
Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

EUREKA

Any grocer who owns a Eureka Refrigerator will tell you that it is absolutely reliable for keeping perishable merchandise in; that the consumption of ice is the lowest possible; that it displays his meats, butter, milk, etc., to the best advantage and **refrigerates** them perfectly. Could you want more? In other words, the Eureka Refrigerator is a continual source of satisfaction, and is most necessary for your business.

Your order can be filled without delay at the present time, as we have a full line of all Eureka grocers in stock.

Don't wait until the spring rush is on, or until our stock is depleted.

Order now and be assured of prompt delivery for the coming summer.

Eureka Refrigerator Co., Limited
Head Office and Factory: Owen Sound
Branches: Toronto, Hamilton, Montreal

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL
Catalogue and Price List on Application.

A Regular Seller

People who buy Marsh's Grape Juice once will find it an inviting selection again and again.

Made from the pure Concord Grapes.

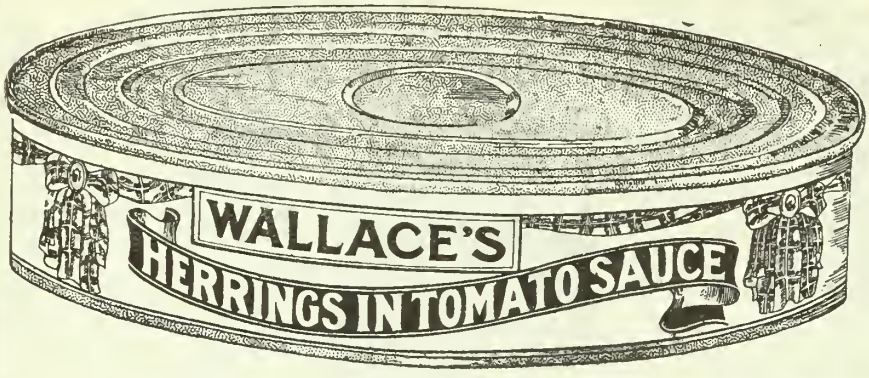
Display a few bottles, at least, to assist you in profitable sales.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

It's Only a Matter of a Few Hours

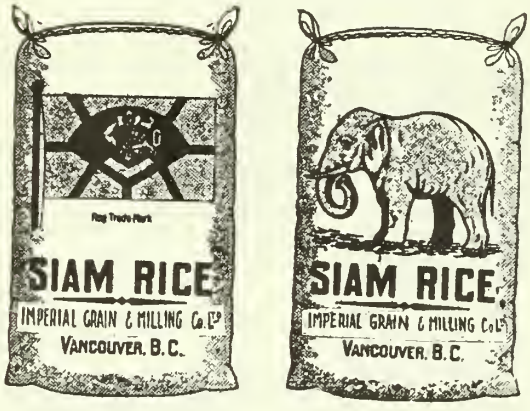


from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

WALLACE FISHERIES LIMITED
VANCOUVER

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's CUSTARD

sold in tins and cartons of handy shape and size.

Sole Agents
W. G. Patrick & Co., Ltd.
Toronto, Montreal

COSGRAVE'S
PURE MALT VINEGAR

Cosgrave's makes a neat display on your shelves. And its quality makes a fine impression on your customers. No waste when you handle Cosgrave's—and no complaints. We absolutely guarantee every bottle. Prices are standard and widely advertised—25c and 15c per bottle. Ask your jobber for Cosgrave's.

TORONTO VINEGAR WORKS, TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's. Agent
HEAD OFFICE: REGINA, SASK.
We undertake to place your goods both on the Wholesale and Retail market and produce the fullest results. We have done it for others and can do it for you.
PRITTY—for Energetic, Live Representation

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

A customer does not begrudge the money necessary to properly prepare food for her table.

Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, H amilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."

Mr. Grocer—It invariably works out like this.

Made in Vancouver

Made in Regina

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Get this result-producing Organization behind your product

The house of Donald H. Bain Co. offers manufacturers and jobbers a highly specialized selling organization with an incomparable record for producing big results and a long list of satisfied clients to prove it.

The Best in the West

Donald H. Bain Company

Wholesale Grocery Commission Agents
Head Office: WINNIPEG

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E. C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

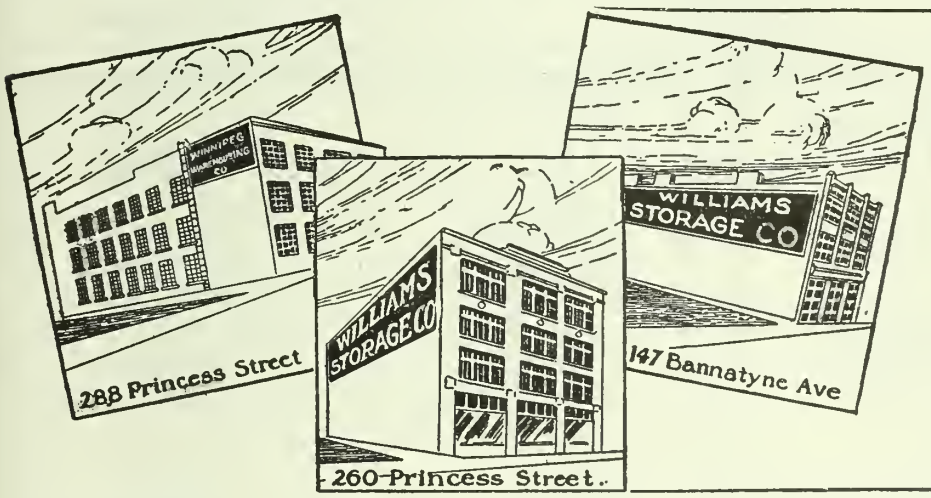
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

In Writing Advertisers Please Mention This Paper.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO
ONE GOOD LINE OF *FOOD PRODUCTS WANTED*
EXCELLENT MARKETING FACILITIES

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

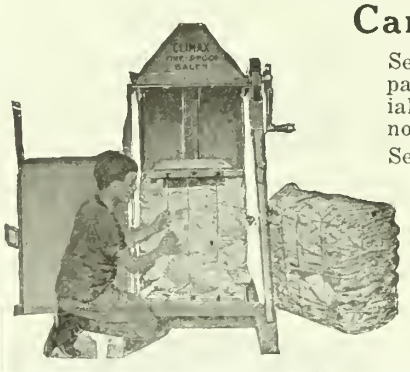
John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lbs. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
Southam Bldg. Montreal, P.Q.
Our Agents:
C. T. NELSON, Victoria, B.C. — E. U. GIBSON, Winnipeg, Man. — GAETZ & CO., Halifax, N.S.

Sell Your Waste Paper, Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
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Fattening Tonic recommended by Veterinary Surgeons. Gives the Horse Good Appetite, Glossy Hair, Cures Indigestion and Strengthens the Back.
Splendid for Whole Systems and Kills Worms.
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Say you saw it in Canadian Grocer, it will identify you.

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BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

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CANADA BEAVER BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

SATISFACTION and unusual wearing qualities are built into every Canada Beaver Brand Broom.
They are made by experts in the following grades—
Household Brooms—10 different grades.
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The Canada Broom & Brush Co.
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Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.
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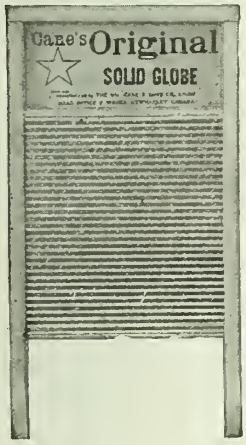

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Built to last a lifetime

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Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

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Wm. Cane & Sons Co.
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Superior Strength

Greater Economy

is the best selling Baking Soda on the market. You'll find it a remarkably good seller. Its superior strength and great economy make it a general favorite.

Stock up with Cow Brand. It's reputation sells it and the profit margin is excellent.

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FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

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"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells for only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

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The Gray Building, 24 and 26 Wellington St. W., Toronto

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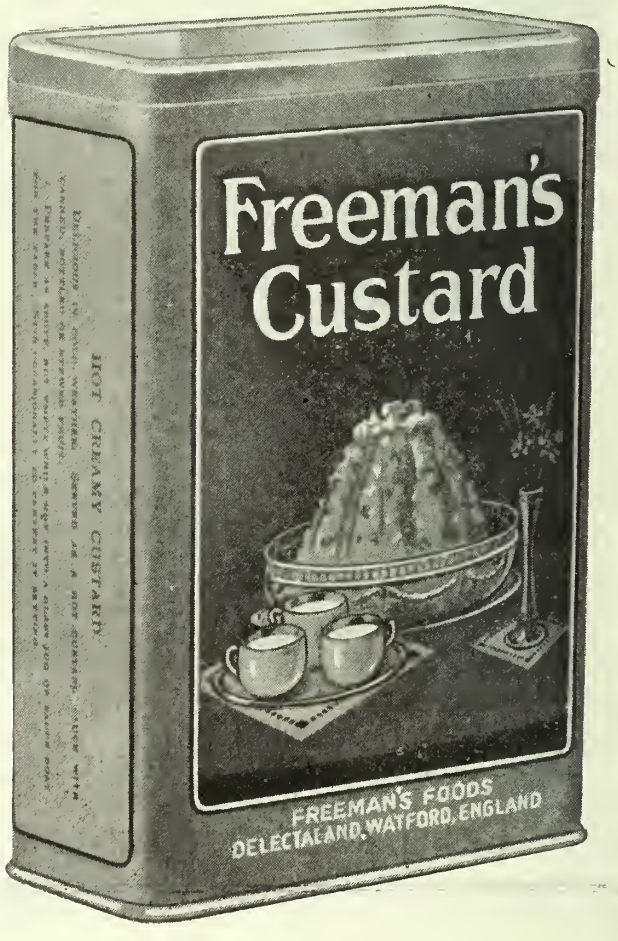

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to feature *Sardines*—the ideal answer to the busy housewife's summer meal problems. But to insure repeat sales and customer-approval be sure you sell

King Oscar
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the finest and most popular of Norwegian Sardines, packed in pure olive oil.

Order from your wholesaler.

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Pure and Wholesome is

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A more delicious and digestible Oil for making Salads, Mayonnaise Dressings, etc., derived entirely from Apricot kernels.

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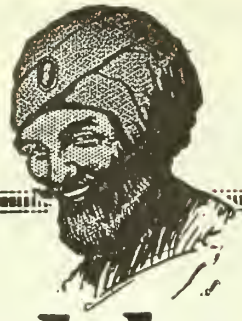
White Swan Mustard will be found to give entire satisfaction for those customers who desire a well flavored and strong mustard —just the thing for picnics and outings these days. It is also satisfying to the thrifty merchant as it costs less than imported mustard and we feel sure you will find it a profitable seller.

Made in our Canadian factory. Put up in attractive packages: ¼ pound, $2.25; ½ pounds, $4.00.

At all Wholesale Grocers.

White Swan Spices & Cereals Limited
Toronto - - Canada

DIRECT  SHIPPERS

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There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
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"FULCREEM" CUSTARD POWDER

In 3 pint packages, half pound tins
and one pound tins. All Flavors

Fulcreem, Egg Substitute Baking Powder, Yorkshire Pudding Powder, Etc.

Highest Award obtained
Paris Exposition, November, 1919

Quality Supreme
The Most Attractive Package on the Market
Good Profits

PLAISTOWE & CO., LTD.

LONDON, ENGLAND

Ask your jobber or write to

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MESSRS. C. E. JARVIS & CO.
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SALADA TEA COMPANY OF CANADA LTD.
459-463 King Street West (Near corner Spadina Ave.)
TORONTO

Finest Tea-packing plant in America
Perfect cleanliness and ventilation

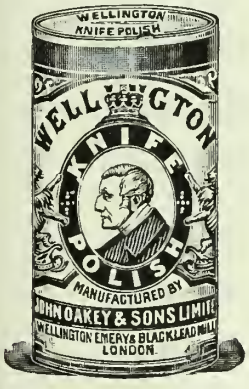
Our standing invitation

We cordially invite any grocer to visit us at our new Toronto warehouse and inspect the methods of blending and packing "SALADA."

If in town at any time, do us the honour of calling to register your name and we promise you that you will be interested in the unique processes employed in our business as well as in the modern appointments throughout the premises.

Rest Rooms, Club Room, Smoking Room, Restaurant and Garden for use of Employees.

MAKE THIS YOUR EXHIBITION HEADQUARTERS



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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
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Wellington Mills, London, S.E.1., Eng.

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Quotations F.O.B. Toronto. Prices on Application.

CHADWICK & COMPANY
BROKERS
34 DUKE ST. TORONTO

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

The Publisher's Page

TORONTO JULY 16, 1920

E. J. Dodd writing from London says

At the Canadian Exhibition, Canadian Grocer and the other MacLean business and technical newspapers and magazines and The Financial Post were displayed at the stand of the Department of Overseas Trade and that quite a number of copies were sold, mainly to persons interested in buying from Canada. One of these was a member of the staff of the Russian Trade Ambassador, M. Krassin, who made special enquiries and asked if he might be allowed to follow up the reading of the papers by a call on the MacLean Newspapers' London office. It is difficult to know just what is going to happen in Russia, but one thing is certain, Russia cannot get on a normal producing basis without machinery, plant and industrial brains. The Jews, who are controlling Russia, know this and there are bound to be developments favorable to Canada.

Canadian Grocer

Montreal Toronto Winnipeg Vancouver

London, England

Summer Campers Drink Tea

Campers and cottagers drink a lot of Red Rose Tea. Hot or cold, tea is the favorite beverage—in the bush or by the shore.

Make the most of the summer tourist trade. Red Rose Tea is stronger and richer in flavor than other teas, and makes a most satisfactory brew in the camp-fire tea-pail. Tell them —and increase your sales.

T. H. Estabrooks Company, Limited

ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON
ST. JOHN'S, Nfld., and PORTLAND, Maine

How Taylors Sell "Norse Crown"

"Norse Crown" Sardines

We have been fortunate in securing a consignment of the celebrated "Norse Crown" Sardines. These Sardines are selected and packed with the most fastidious care. They are packed in the finest olive oil obtainable. From the fishing net to the tin every operation is conducted under the most hygienic conditions. We sell this brand to you under our positive guarantee of satisfaction. "Norse Crown" Sardines, per tin

30c

The advertisement on the left from a Sudbury, Ont., newspaper shows how one aggressive retail firm is pushing sales of the celebrated

"Norse Crown" Sardines

"Quality Will Tell" is our slogan. You are always sure to please your customers when you sell them "Norse Crown." Try the Taylor plan.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.

32 Front St. W. - Toronto

Keen's Mustard

SELL WHAT YOUR CUSTOMERS ASK FOR

During the war your customers have been frequently disappointed

IN NOT BEING ABLE TO GET KEEN'S

We are glad to announce that difficulties are gradually being removed and larger supplies will be forthcoming.

KEEN ROBINSON & CO., LTD. Mfgs. of **Keen's Mustard**
amalgamated with
J. and J. COLMAN, LTD. Mfgs. of **Colman's Mustard**

Dominion Agents:
MAGOR, SON & CO., LIMITED
191 St. Paul St. Montreal
30 Church St. Toronto

Summer Beverages

REFRESHING

DELICIOUS

Non-Alcoholic

Now is the time to make big sales and extra profits
For Camping Parties Picnics Tourists
Packed 1 dozen to case. Freight prepaid on 10 case lots

Order from your wholesaler

REPRESENTATIVES WANTED FOR TORONTO, WINNIPEG AND VANCOUVER

S. G. BENDON UTILITY CO.
St. Nicholas Bldg., MONTREAL

CANADIAN GROCER

VOL. XXXIV TORONTO, JULY 16, 1920 No. 29

Vancouver Merchants Protest Against Sending Monthly Report

The Order of the Board of Commerce Meeting with Opposition—"Organization is the Safety Valve" Says Secretary of R.M.A.

By Staff Correspondent

VANCOUVER--(Special)--A great deal of opposition is evident among the Vancouver retailers to the questionnaire that is now mailed by the Board at Ottawa. As the secretary of the R.M.A., Vancouver, puts it: "After holding up the retailer to contempt and scorn, after attempting to destroy the public confidence in the retailer and hounding and harassing him on every possible occasion, this expiring body, the record of which is one of pandering to prejudice and fanning the air, a body whose very status is in serious question—this body, I say, takes a last contemptuous kick at the retailer, and with its dying gasp insists on a rigid enforcement of its latest annoying futility, the questionnaire."

According to Mr. Hougham, the secretary of the B.C. R.M.A., the whole secret of the retailer getting proper recognition of his rightful place in the community scheme-of-things is in thorough organization. "As an example of the difference between organized weight and semi-individual effort I would like to draw to the attention of Canadian Grocer readers," said Mr. Hougham, "the stamp tax as affecting patent medicines. For several years, in fact, ever since this tax was put in effect making the retail druggist and general merchant, lick and affix the necessary stamps on each individual package of the medicines, etc., listed, a strenuous complaint has been made to the Government both from the various local associations and the individual druggists. Was any cognizance taken of their protest? There was not. The Government simply stated that the tax was absolutely necessary as it stood, etc., etc. However, this spring, while things were being reorganized any way, the Government was prevailed upon to change the arrangement—and making it necessary to have the stamps affixed by the producer or importer at time of preparing the package for marketing. Now what I would like to know—and what the trade would be interested to know—is what happened to this tax between May 19 and June 17 in this year of our Lord? The stamp affixing regulations as revised, stepped on a different set of corns, and instructions were whispered into Government ears by a stronger organization than the retailers had been able to muster—AND THE TAX CAME OFF ALTOGETHER. The moral to the retailer is quite obvious—ORGANIZE.

Believes in United Effort

"While the grocer is getting it 'in the neck' the druggist sits back and says, 'well, really—this does not affect me,' and when the druggist is faced with an imposition the hardware merchant sits tight, but this spirit has simply got to be dug under. What is the druggists' problem this month, is more than likely to be the grocers' next month. We must all strive for more solidarity—not as grocers' or druggists' or butchers', but as RETAILERS. The time is fast approaching when we retailers must start strong propaganda, demonstrating our place in the community life; we must prove our right to exist, and with that proven—be strong enough to protect ourselves as retailers from the vexatious impositions and ignorant experiments of politicians—both within and without the Government. Our fellow retailers in the State of Washington have retained an excellent speaker, well informed on merchandising and community problems whose sole duty it is to cover the state, addressing meetings of farmers and bankers, manufacturers and labor bodies, educating these classes to the rightful place in the system of present day living occupied and filled by the retailer. In my estimation the retailers in Canada could well employ some means to educate the public to their right to exist."

R.M.A. Notes

The R.M.A. in Vancouver printed in full, giving the text of the luxury taxes as outlined in the budget speech, and had it in the mails 48 hours before the local Inland Revenue officers had their telegraphic instructions.

* * *

Many B.C. merchants are refusing to fill out the questionnaire sent out by the Board of Commerce. The following resolution was passed by the Vancouver R.M.A., grocers' section:

"This meeting of Retail Grocers of the Vancouver Branch of the R.M.A. of Canada, protests emphatically against the action of the Board of Commerce requiring retail grocers to fill out the monthly statement of staple commodities as per the form submitted by them for that purpose, for the following reasons:

1. That the attempt to supply the information called for would necessitate the employment of expert help, which, from an expense standpoint, would be prohibitive and would further enhance the cost of commodities to the public.

2. That it is impossible to arrive at an accurate statement of quantities purchased.

3. That in many of the commodities specified, prices are constantly changing during the period specified, i.e., during the month.

* * *

A grocer from Blue River, B.C., who is required to remit his taxes to Vancouver, protests that he is again taxed when buying the money order to make the remittance.

* * *

To show to Vancouver and New Westminster the size of the class in the community known as RETAIL MERCHANTS, the combined associations of the R.M.A. in Vancouver and New Westminster—all branches—will hold a monster picnic at New Westminster on August 11. The committee comprises a druggist, a butcher and a grocer.

Has the Right to Fix the Resale Price

This is Manufacturer's Privilege, Claims the Board of Commerce —May Decline to Sell to Anyone as He Desires—Wholesalers Rights in Uniting in Their Own Interests—Failure of Proceedings —Complete Decision of Board of Commerce.

OTTAWA (Special) — Canadian Grocer presents herewith to its readers the full decision of the Board of Commerce in the famous Wholesale Grocers case on which evidence was taken in Hamilton and Toronto early in the year. It is signed by Commissioners W. F. O'Connor, K.C., and James Murdock, both of whom have since resigned. As this judgment is an important one, it is suggested that the trade keep the issue on file for reference purposes. The decision follows:

"These proceedings were instituted on the 28th day of January, 1920, upon complaint raised at the instance of the Attorney General of Ontario. On the 26th day of March last this Board, after hearings at Hamilton and Toronto which consumed eight days, rendered an interim decision. The complaint involved charges as combinesters against (1) certain retail grocers at Hamilton, (2) certain wholesale grocers of the same place, (3) certain manufacturers variously located throughout Canada, (4) The Wholesale Grocers' Association of Canada, (5) The Wholesale Grocers' Association of Ontario, and (6) the members of such associations.

"The charges against the retail grocers clearly failed in proof and was withdrawn at the argument. It was dismissed by the interim decision of the Board.

"The Board, however, expressed its willingness to grant leave to the Attorney General, pursuant to the Combines and Fair Prices Act, 1919, to prosecute, criminally, all associations and persons concerned if he considered that he could succeed in criminal proceedings.

Combines Not Always Detrimental

"Since such interim decision was rendered the Board has made quite extensive further enquiries by questionnaire and personal visit and examination of the business premises, stocks, and mode of conducting business, respectively occupied, held and adopted by the wholesalers and others involved in the charge made or supporting such charges. The Board had intended, as well, before it would pronounce final judgment, to hold public sessions at Edmonton, Vancouver, Montreal and Halifax, and to thoroughly probe and analyse from a Dominion point of view the many hundreds of resale price fixing arrangements and common fixed price agreements which have been secured by it as the result of its examination by questionnaire before and since the hearings before mentioned at Hamilton and Toronto. The Board desired to inform itself as to the costs as well as the prices of those manufacturers who are complained of as combinesters upon the erroneous theory that mere combination upon a fixed resale price or to preserve a common price is unlawful and can be prohibited. Counsel for the complainant in these proceedings had conducted his share of them upon a theory (clearly inconsistent with the Statute under which the Board operates) that mere combination is, in itself, prohibited, whether or not deemed by this Board to be to the detriment of or against the interest of the public. The Statute declares in quite plain terms that the expression "combine" as used therein "shall be deemed to have reference only to such combines. . . . .as have, in the opinion of the Board of Commerce of Canada. . . . . .operated, or are likely to operate, to the detriment of or against the interest of the public, consumers, producers or others." There is a clear recognition here of the principle which British law has always recognized and which United States law has come to recognize, that combines (which in most cases are mere agreements) are not per se unlawful, much less inimical, merely because they exist. There is a possibility in particular cases of their being harmless or even beneficial, so in every case the Board is required to examine into their character and to approve or condemn as the interest of the public seems to require.

The Board's Difficulties

"The board regrets its inability to have proceeded as far as it had intended to go before pronouncing this judgment. Some of the reasons which have prevented the Board from concluding certain instituted investigations, including that necessary to give judgment which would have Dominion wide operation as to matters like unto those arisng for determination in these proceedings, are detailed in the Annual Report of this Board which is now before Parliament. In addition the Board has been attempting, for nearly four months, to operate without a Chief Commissioner. It was impossible for the two remaining Commissioners of the Board to leave Ottawa for the length of time necessary to hold sessions of the Board in Western Canada and elsewhere as intended. The Board, therefore, is compelled to give judgment upon the materials placed before it at Hamilton and Toronto, and upon such further information as it has been able to gather since the hearings in the mentioned cities.

The Selling Direct Problem

In its interim decision in those proceedings the Board has already indicated that reliance had been placed by Counsel on behalf of the Attorney-General upon the mere making or existence of the alleged combines, agreements or arrangements and that no satisfactory proof had been submitted as to the fairness thereof or as to the matter of detriment to or the interest of the public. Nothing, in fact, was put before the Board except the fact that certain agreements had been made. The wholesale grocers of Canada, for instance, had formed an association and afterwards, without any concealment, acting under a Dominion charter, had proceeded in unison to discuss and agree upon certain common lines of action—not to enhance prices, nor anything like that—but to advance their own interests by the securing of preferences from manufacturers for themselves as exclusive distributors. They asked the manufacturers to establish and maintain as a selling policy the practice of selling to the retailer through the wholesaler as a distributing medium, and they frankly told the manufacturer in effect, that if he continued the practice of selling first to the wholesaler (who bought in the expectation of being able to resell to the retailer) and also sold to the retailer (thus supplying direct the anticipated source of demand from the wholesaler, wholesalers would discontinue doing business with him. The evidence that the Dominion association went the whole distance as just stated is not as strong as that the Ontario association did so, and that various wholesale grocers, members of the several associations, did so. But, for the purposes of argument, let it be assumed that each association so acted. There can be no question that individually or collectively, traders are entitled to advance their own several or collective interests except when such action is by law prohibited as against the interest of the public. Whether the action of these wholesale grocers, either in association or otherwise, was against the interest of the public is matter of fact, and thus matter calling for proof. The testimony of many witnesses (manufacturers and wholesalers mostly, but including some retailers) produced on behalf of the complainant was to the effect that actual experience had demonstrated that the most economical mode of distributing the commodities usually sold by wholesale grocers was through the wholesale grocer, and that, apart from the claimed unfairness of the practice of manufac-

turers in selling direct to the wholesalers' actual or anticipated clientele, the reduction in the gross sales of the wholesaler thereby caused, increased the wholesalers general operating costs and necessarily caused a general enhancement of the wholesalers costs and, ergo, his prices.

"This evidence appeals to one's reason. It proceeds from the complainant's witnesses. Counsel for the Attorney-General was necessarily driven to the attempt to prove much of his case out of the mouths of those against whom he was acting, but there is the evidence and with nothing in the case to cut down its effect. From its own investigations, so far as they have gone, and its knowledge and experience, the Board is impelled to accept this evidence unreservedly as true. How, then, can it be contended that the forming of the associations mentioned and the endeavoring by the associations or their members to secure for bona fide wholesale grocers, whether or not members of such associations, or even for members exclusively, privileges such as mentioned, is detrimental to the public.

Privilege of the Manufacturer

"The manufacturers were not to be compelled to sell only to wholesalers. They could sell to any other class at their own will, but if they elected to sell to any of another class than wholesale grocers (for instance, to retailers or to mere specialty jobbers who, evading and denying any obligation to serve the whole community, as does a wholesale grocer, fix upon a dozen or so profitable lines as desirable and buy and resell them in congested districts only), the manufacturer was to be left to secure his needed distribution from those whom he, to the detriment of the wholesale grocer class, favored.

"Practically the same question as that being discussed arose in Ontario (reported in the case of The King v. Beckett, 20 O.L.R. 401) in the year 1910. The decision in that case was in favor of the Wholesale Grocers' Association. Nothing like what was proved in the case of Rex v. Elliott, 1905, O.L.R. 646, was proved before this Board. In the case of Rex v. Elliott there was proof that a coal dealers' association, which was seeking to secure and maintain for itself the exclusive privilege of selling coal, refused membership in the association to bona fide coal dealers on the ground that there was not sufficient trade available to render the admission of further members advisable. Like conditions were disclosed in the case of Rex. v. Master Plumbers, 14 O.L.R. 295.

Are Not Wholesalers Says Board

"No evidence whatever was submitted before this Board to prove that either Association in question had rejected the application for membership of any person whom, upon any solid ground whatever, it could be argued was a bona fide wholesale grocer. The suggestion that such had been, led the Board to make visits in person to the premises of those who stated that they had been unable to obtain membership in the Associations or who had been discriminated against in their buying, being, notwithstanding, wholesale grocers. The Board is absolutely satisfied as the result of these visits and inspections that the persons claiming to be wholesale grocers are not wholesale grocers at all.

"Much was made of the fact—the undoubted fact—that traders, who, before admission to the Wholesale Grocers' Association, had found it difficult to buy from certain manufacturers, had, after admission, much less, if they had any, diffiiculty. Many manufacturers, it was proved, establish a selling policy of dealing only with wholesale grocers. When they received an order their first task is to discover whether the attempted buyer is a wholesale grocer. They keep lists on their premises of the wholesale grocers known to them. No case was established of any manufacturer confining his wholesale grocers' list merely to members of any Association, nor was there any evidence of communication from the Associations to the manufacturers asking them to confine the making of sales merely to members of either of the Associations. It is a perfectly understandable matter that manufacturers who desire to deal only with wholesale grocers would save themselves considerable trouble by resort to the membership lists of the Wholesale Grocers' Association when in doubt whether a particular buyer was or was not a wholesale grocer. But the evidence was all to the same effect—that the manufacturers' lists of their vendees contained many names of wholesale grocers who were not members of the Associations as well as the names of those who were members of the Associations.

Manufacturer May Decide His Selling

"A matter to which the Board might profitably make reference is that it was convinced, upon a reading of certain of the exhibits put before the Board, that certain manufacturers, upon receipt of orders from persons who, according to the selling practice of the manufacturer, would not be considered wholesale grocers, had been accustomed to assign other reasons than the fact of their adoption of the mentioned selling policy as their reasons for refusing to deal with the attempted buyer. This, the Board has no doubt, proceeds from an erroneous conception in the minds of some manufacturers that they really have not a legal right to determine upon a selling policy and to adhere to it. So they give such reasons as "limited production" or "overplus of orders," as their reason for refusing the business.

"It is the Board's opinion that a manufacturer has, in a law, the right to determine upon such selling policy as seems to him fit, to adhere to that selling policy, and to refuse to sell to those who will not give adherence to such selling policy. The fact, which the Board does not doubt, that manufacturers have assigned other than their real reasons for refusing to deal with certain persons, does not make the law any different from what the law really is. In the opinion of the Board the result is that certain manufacturers have justifiably acted for unjustifiable reasons.

May Appeal to Supreme Court

"The Board is well aware that in all probability differences of opinion will arise as to the wisdom of its conclusion concerning the matters just dealt with and as to the soundness of the law just propounded. It is fortunate, therefore, that an appeal lies to the Supreme Court of Canada from the Board's conclusions as to the law, and in the event of such appeal being taken the Board will expedite it.

"The law involved in the Board's conclusions has been, recently, much discussed in the Supreme Court of the United States in the Colgate and Schrader cases. In the first-mentioned of these cases it seems to have been established that a manufacturer may establish his selling policy and refuse to deal with those who do not adhere to it. In the second-mentioned of these cases the Court seems to have added the qualification "but the vendee, if he agrees with the manufacturer to maintain the selling policy, commits an offence against United States statute law." The United States statute in question, however, is entirely unlike the Combines and Fair Prices Act, 1919, and the Board is unaware of any statute or authority which declares or expounds that the actions of the associations mentioned or their members have been unlawful. This is, of course, apart from the question of detriment to the public.

The Macdonald Case

"As to the complaints against the manufacturers and against the associations and the members of the associations in combination with such manufacturers that resale prices and common fixed prices have been agreed upon and maintained, it was admitted by Counsel for the Attorney General that a number of the manufacturers against whom complaints had been raised should be discharged from blame. Those who should be discharged from blame were not identified. Neither were those whose alleged wrong doing should be pronounced upon by the Board. Three or four only were mentioned. Among those mentioned was W. C. Macdonald, Reg'd., who, in the words of counsel, "yielded to the importunities of some of the wholesale grocers and changed its selling policy." The evidence of the company was, however, that they had decided upon their own selling policy uninfluenced by the representations made and after a thorough canvass of the whole situation with their own selling agents. But, apart from this, there was an entire lack of evidence that whatever Macdonald & Company did, or whatever they agreed to do, and with whatever persons or organizations they had made the agreement, there had been any detriment to the public or detriment except to the private interests of particular in-

(Continued on page 36)

Bonusing Clerks Increases Interest

Smith Chapple, Ltd., Chapleau, Ont., Places Emphasis on Quality in All Lines—Collects His Accounts Bi-Monthly—Makes Heads Partners.

A SYSTEM of bonusing or commissioning his clerks, having everything that a customer wants and having it in quality, making each departmental head responsible for his deparment and making him a partner in the firm as well—those are some of the main features of the splendid business conducted by Smith, Chapple, Ltd., of Chapleau, Ont. Not less important is the plan adopted by this firm of collecting their accounts on the 1st and the 15th of each month. They have explained to their customers that to get goods at the best prices requires money, ready money, and if they do not pay their bills it is impossible for the firm to get the best that is on the market at the lowest prices. In Smith, Chapple, Ltd., there are nineteen salespeople, though the town is a very small one.

Each Department a Separate Store

"Each department in this store," said Mr. Chapple, to a representative of Canadian Grocer, "is run separately; each head is responsible for the success of his department. Each department is checked up every month and allowed so much money for stock. Every head of a department is a partner in the company and is additionally bonused. The commission or bonus system among the clerks is only worked previous to Christmas sale." Mr. Chapple, who is the general manager of the firm, says he believes this is one of the plans in operation in the store to which he might attribute a good deal of its success.

Have Everything and in Quality

"Having everything and having it in quality is one of the factors that has contributed largely to the success of this firm," said Mr. Chapple. "Quality is a winner. I spend a good deal of my time in front of the counter, not behind it, acting especially on busy days as a floor walker." In this way Mr. Chapple feels that he becomes personally acquainted with his customers and shows them that he takes a personal interest in seeing that their wants are satisfied by the clerks behind the counter.

Prompt Payment of Accounts

"We do a credit business," said Mr. Chapple, in explaining their method of financing the business, "but prompt payment of accounts is never lost sight of. That is essential. Every account must be settled the first or the fifteenth of every month. I have found that nearly every customer I have lost is by being lenient with them in the matter of the payment of their account. We would later be forced to deal harshly with them and would lose them, and probably, part of their account which would be outstanding. I have never had much trouble in showing the public that the semi-monthly rendering of accounts was our system and that, if they wanted the best value they must co-operate in helping to carry out this system of bi-monthly payments. But when we weaken we lose prestige, and, with the loss of prestige we often lose a friend."

Department Head Does Buying

Mr. Chapple went on to explain that each departmental head was responsible for the buying of that department, with more or less a supervision by himself. The buying from jobbers' lists he does himself. Mr. Smith is not actively engaged in the business.

No Restriction on Trade with Russia

Door Wide Open, Minister of Trade and Commerce Tells the House of Commons—Considerable Business Passing

OTTAWA—(Special.) — The question of Canadians being allowed to transact business with Russia came up in the House of Commons prior to dissolution. Following from "Hansard" covers the question and answer:

Joseph Archambault (Chambly and Vercheres): "My attention has been directed to an article which appears in the Montreal Gazette of this morning and which contains the following headlines:

> "Martens must be Deported from U.S. on Purchase There." Canada Secures Trade which U.S. Government will not allow American to take."

"The article in question goes on to state that Mr. L. C. A. K. Martens, commercial representative of the Soviet Government in the United States, has signed a contract with a Canadian firm for the shipment to Russia of several million dollars' worth of food-stuffs, agricultural machinery and railroad equipment, and that the negotiations for this contract were carried on by Premier Lloyd George and Mr. Gregory Krassin, Soviet Minister of Commerce and Russian representative in London. I desire to ask the Government, first, whether trade has been resumed between Canada and Russia; secondly, whether the Government are aware of this large contract in question; and thirdly, if so, whether it is true that the negotiations were carried on by Premier Lloyd George."

Rt. Hon. Sir George Foster (Minister of Trade and Commerce): "In answer to my hon. friend, I may say, first, that there are no restrictions as regards trade between the people of Russia and the people of Canada. Any Canadian is at perfect liberty to make any arrangement he pleases in the way of trade with any Russian, and this Government does not grant any more facilities to one than to another. It is perfectly free and open to the people of the two countries to make any arrangement they desire as regards trade. In the second place, I may say that no negotiations have been carried on Governmentally, although I may inform the House that I have been asked whether there is any objection to such trade being carried on, and I have answered that there is not. As to what contracts have been made,—that is a matter with which the Government has nothing to do, and in regard to which, therefore, it has no special information; but it is currently stated that considerable contracts have already been entered into."

S. F. BOWSER & CO., INC., HOLD ANNUAL CONVENTION

S. F. Bowser & Co., Inc., held their sixth annual convention at Fort Wayne, Ind., on June 28 to July 2 in honor of the 1919 members of the Pacemakers Club. The convention was held for the benefit, inspiration, and entertainment of the sales force, everything possible being done to make it a success. Aside from the general spirit of "loyalty and patriotism" which was in evidence at every meeting, there were two specific demonstrations which were interesting. As a surprise to the factory force the salesmen pinned on the bosom of each workman a unique badge of honor. The purpose was, of course, to secure a better understanding between the man on the "firing line" and the producer. A gasoline filter demonstration was made. This was the largest convention ever held by the company and was successful from every viewpoint.

Why of Different Grades Canned Peas

There are Different Sizes and These Drop Through Sieves—Complete Story of the Canned Pea from Seed to the Can—Information that Every Grocer Should Know.

The accompanying article on canned peas is written by a man who is thoroughly familiar with canning of this wholesome vegetable. It should be carefully read by every merchant and clerk as well as everyone connected with the grocery business so that customers may be given correct information and authoritative advice when they are purchasing a tin of peas.—THE EDITOR.

FEW people have any knowledge of the many interesting features surrounding the canning of peas, and if more people understood the subject there would be no one who would feel reluctant about buying and eating them.

It is for the purpose of acquainting more people with the many interesting features of the processes of the canning of peas that this is written.

The writer feels that thousands of people refrain from eating canned peas mainly for two reasons. First a large number of consumers hold a natural but wholly unwarranted prejudice because they are canned peas, and secondly thousands of people are entirely at sea as to what kind of peas to ask for, though they have a very clear idea of what they want, and the grocer or clerk is not always able to help them out. Many people buy one can of peas which are delicious; the next can is a disappointment—the peas are either too large or too small, and they cannot understand the reason because they are all the same brand.

Let us consider the canning of peas from the seed to the consumer. There are many varieties of peas used for canning, but only two types, the smooth round pea known under the trade name of Alaska, and the large wrinkled type of which there are several varieties, among them Advancers and Horsford's Market Garden.

Nearly all the pea seed is grown for the canner by large seed companies, who specialize in this line, and most of the seed is grown in northern localities. A crop is planted for seed and carefully watched so that any kind of pea that is not true to name may be removed. The seed is carefully harvested, cleaned, hand-picked, then delivered to the canner who supplies all seed to the growers so that all will have true varieties.

Contracts With Growers

Contracts are made by the canning companies with many growers. Each of them agrees to grow several acres of peas and agrees to plant and harvest them as directed by the canner.

The canning of peas will usually last from 30 to 40 days, and in planting the peas a certain number of acres must be planted each day, so that all will not be apt to mature at the same time.

When the small pods begin to form the different fields are watched closely by a man who devotes his whole time to this work, and when a large percentage of the pods are well filled out, the grower is ordered to cut and deliver the peas to the threshers or viners of the canner, some of which are located near the farm and others at the cannery. Many of the pods have not any peas in them, but if the peas were not harvested until all the pods were filled out the earliest ones would be hard and yellow. Then the peas are brought to the viner, they are fed into this machine, which whips them around until the pods are opened and allow the green peas to fall out, and then the vines are carried away by long belts to be used as feed for cattle, and the peas roll down into boxes to be weighed up for the grower (for the grower is paid for shelled peas, not for the vines.)

How Peas are Graded

The peas are now passed into a carrier which carries them to the upper storey of the cannery where they are emptied into a cleaning machine, which shakes and blows out the pieces of pods, weeds, stems, etc., and from this cleaner they are passed into a washer, through which they are forced, while a constant stream of clear cold water gives them a most thorough washing. They are now passed into a grading and sifting machine. This grader is supplied with four screens or sieves, each having holes of different sizes. The peas which pass through the smallest sieve are known to the canner as No. 1 size, and labelled out as "Extra Fine Sifted"; those which pass through the next large sieve are No. 2, labelled out as "Sweet Wrinkle" peas; the next sieve, No. 3, labelled "Early June" peas; the next sieve, No. 4, labelled "Standard" peas. You see every pod has peas of different size in it and not all pods are the same size. In order that you may not become confused, we will follow the peas through and then we will speak of the different grades again.

When the peas come from the grader each grade is run out into a belt to a cleaning machine, which removes mostly all the broken peas, pods, hulls, etc., which passed the first cleaner as all the peas are now the same size on each machine, but no machine is perfect and therefore the peas from each machine are allowed to pass over wide belts in a continuous procession, and neatly dressed women watch carefully for any foreign substance, broken or yellow peas. From the belt the peas are run through another revolving washer, where they receive a second bath from a constant stream of clear cold water. From this washer they are taken to a large cylinder of boiling water. This is called a blancher, but is what you would call a parboiler, for when peas are blanched they go through the same process as when vegetables are parboiled, only that soda is never used. The peas are blanched to remove the sticky coating to eliminate the raw, rank taste so common to green vegetables, and to make them tender and juicy.

Each grade is of course blanched separately, and care is used in this and the filling process to keep each size separate.

Still Another Bath

From the blanchers the peas are passed into a revolving washer and given the third and final bath in clear cold water. From this washer they are placed in the filling machine, which fills just the correct quantity into each can and then puts into each can the proper amount of brine. This is made up of sterilized water, sugar and salt, and no canner would think of using anything but the very best table salt and granulated sugar. The cans now pass in a continuous procession to the sealing machine where they are sealed air tight and then piled into large iron baskets and taken to the retorts (which are large iron kettles) and after three of these baskets are lowered into a kettle, the top of the kettle is clamped down tight and live steam turned into it, so that the temperature is brought up to a higher degree than boiling water. After being thoroughly cooked in this manner the cans are quickly cooled by placing in cold water, and from there they are taken to the warehouse where an ingenious little machine places a label on each can at the rate of about fifty cans per minute

May be Harvested and Canned Same Day

It would be quite easy to arrange the handling of peas so that peas growing in the field Monday morning would be canned and loaded into the cars before night, and could reach the wholesale grocer by Wednesday.

In all the process of canning peas, not once have they been touched by hand, and they have been subjected to three washings in clear cold running water and handled in the most sanitary manner in machines and vessels that are kept as clean as water will make them and you will find this to be true if you visit any up-to-date factory.

(Continued on page 48)

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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THE WAY OF RADIALS

MAYOR CHURCH of Toronto, wants to spend millions to build Radials to develop Toronto to a population of one million. The representatives of the surrounding towns and villages want them for the same reason. Neither explain from where the population will come. If the big cities are to be built up the population must come from the towns and villages. If the latter are to grow to the figures in Sir Adam Beck's fairy tales, the people must move from the farms. This is exactly what a Farmer-Labor Government does not want. The farmers want to keep the people on the farms and the city laborers do not want to increase local competition.

The back-bone of the towns and villages is the local business people and they certainly do not want to be taxed to send villagers to the city to do their shopping, or to reduce their local field by moving their population to the big cities. E. M. Trowern, Secretary of the Retail Merchants' Association makes this view very plain. He might have gone further and shown that having numerous happy and prosperous business centres near by makes rural life bearable. The absence of it is what makes Western conditions so hard. The U.F.O. speakers recognize this by the constant effort they are now making to interest the townspeople. With these facts in mind, one wonders just who are to be benefitted by the millions it is proposed to spend on Radial developments.

THE NIAGARA FRUIT CROP

A SHORT time ago a violent hail storm hit a section in the Niagara Peninsula and did considerable damage to the fruit crop in that section. The Ontario daily newspapers ran lengthy reports of the extent of damage done to the fruit crop in the Niagara Peninsula, using scare-line headings and getting the trade as well as the general public, worked up over a possible shortage in what otherwise was looked forward to being a good crop of fruit this year.

As reported in last week's issue, Canadian Grocer made particular investigation, and found that the storm was very local, that it only touched a small section of the peninsula, and that the damage done to the fruit crop, while severe in the spots that the hail hit, will have little bearing on the fruit crop as a whole and on the canning industry.

This once again shows the importance of the service given to the trade in Canada by the business press. Before printing an article of this kind the business papers make it a point to verify the early information, and give the retail trade the actual facts so that they will be familiar with the matter when talking to their customers.

Like the first report of Mark Twain's death, the information sent out by the daily newspapers was very much exaggerated.

EDITORIALS IN BRIEF

WITH potatoes averaging in price around three to five cents each, that time honored custom of using a spud as a stopper for an oil can has generally found a place with the "what we used to do." There is one grocer who has recently introduced the novelty of a gum drop as a stopper for the oil can. He says it is cheaper than the potato, but with sugar around twenty-three cents per pound, we doubt it.

* * *

THE early closing movement is meeting with a great deal of success, especially throughout the Western Provinces. In this as well as any other good cause there are always a few who are only too glad to take every opportunity to break the by-law. The latest comes from a Western city where apparently there are some merchants who have been doing business after closing hours by utilizing the telephone service. The city officials are putting through an iron-clad definition of the word closed which will leave no room for doubting its meaning.

Improved Service in Spite of Advancing Costs

Paper Up 300%—Engravings, Wages, Mechanical Supplies, Etc., Have Made Big Jumps—Plans Laid for Further Development in Service to Subscribers.

DURING the past five or six years the retail trade has been faced with a long series of advances in costs, which meant many readjustments of selling prices to the consumer.

Newspapers, such as CANADIAN GROCER, have had similar difficulties to contend with. Merchants know how cost of paper has advanced. They are large buyers of wrapping paper and paper bags themselves. Our experience indicates that paper has increased in price at least 300% during the above-mentioned period. The general world-shortage in paper and the big demand on Canadian pulp and paper mills has been one of the big reasons for this advance. In some of the Western Canadian cities there has at times been a famine in paper, and in the United States many periodicals have had to conserve it against their will. One large national United States weekly, for instance, has not been sending any papers to Canada for the news stands for many weeks, and have had to be content with supplying the regular subscribers. In fact they are not going after new subscribers in Canada.

ENGRAVINGS UP 200%

The making of engravings for illustration purposes has increased an average of 200% in cost. All mechanical supplies such as ink, presses, type metal, etc., have gone up similarly.

An increase of 108% has been made in wages in the mechanical department of the MacLean publications.

There has been an increase in rentals of about 100%.

On January 1, next, the postal rate on papers like CANADIAN GROCER will be increased 200% and in 1922 the increase will be 500% over what it is at present.

During the past year CANADIAN GROCER has greatly increased its editorial service in spite of advancing costs. Market reports are now being received from practically all the large and important centres in Canada, many of them coming by wire. We have opened our own office in Vancouver in order to keep close to the trade and give our subscribers a better service. Our representatives are continually calling on merchants from one end of Canada to the other investigating their methods for conducting their businesses along aggressive lines. Plans in preparation include a still further development in editorial service in the future.

Stocks, Sales, Turnover Help

Very Meaty, Thoughtful Letter, from Practical Grocer.

Written By HENRY JOHNSON, JR.

HAVING in mind the fact that heavy stocks and slow turns are elements of unusual danger at this time, this letter comes in pat:

Dear Sir: I have enjoyed your trade talks very much, especially the ones bearing on the size stock to carry in proportion to the sales, and along these lines I would like to put a few questions. I have charge of a grocery store here, except the financial end, so am responsible for the buying, size of stock and its arrangement, etc. The stock is straight groceries, and last year we did $131,000 business. So far this year—to June 1—the business has reached $57,600, and the largest months are yet to come, so it looks like a nice increase this year.

The stock January 1st inventoried $26,000 but since then I have reduced it considerably. But now it is up again, due to the receipt of a car of flour. How does that stock, in your estimation, compare with the sales? Another thing: the three groceries here buy their mixed (shelf) goods in pool cars to avoid an enormous local rate on this branch line, so that makes the stock volume fluctuate somewhat as we buy a lot of goods at a time.

What you say about cutting down sales, space would be very appropriate here. The store is too large, but as Mr. Blankson has had it as it is for some twenty-five years, he can't see it made smaller.

I also want to ask you about a buy I made last month. I bought about half a car of stuff—mostly fruit—dried and canned Do you think that will be a "boner"? Some articles, the vegetables and preserves, were priced, and the others are SAP.

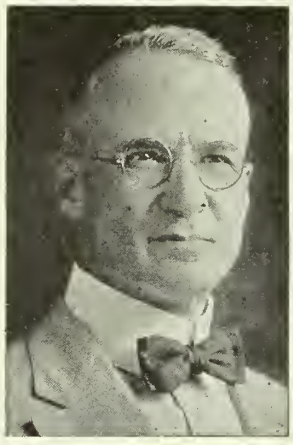
Mr Blankson does a credit business, with care, of course, as to who gets it, and has a lot on the books, depending mainly upon the price of wool. All the grocers here are still on the credit basis, hut more talk is heard of cash all the time. Wha tdo you think is the best plan for groceries, where a big proportion of your customers are ranchers and stockmen?

We handle our business with two men, including myself, and the other fellow does the delivering too, Mr. Blankson only keeps the books. Often we could use another clerk. but most of the time some of us would be idle. Is it better to be rushed once in a while or have more help? Seems to me a few busy men give a better impression than many men and some of them loafing.

Your very truly,

Figures on Actual Stock-Turn

The question of turnover must always be studied from the standpoint of a merchant's own store, in relation to his own environment. For a man runs his own business primarily and his outlook must ever be from behind his own counter.



HENRY JOHNSON, Jr.

A man located in Chicago, Seattle, San Francisco, Toronto, can turn his stock about as often as he likes. He is in intimate contact with his wholesalers.

He can order supplies daily. But a merchant in Nome, Alaska, cannot do that. He may be doing very well if he makes two or three complete stock turns a year. Proximity to or distance from sources of supply are vital factors in the problem of developing fullest efficiency.

This correspondent is on a branch line, located in a small town. I do not know just what service he can depend on nor what the difference in cost between cars and less than cars actually is. So I cannot lay down any hard and fast rules. It may be useful to indicate what stock can be carried, based on good business practice, for various speeds of turnover

Last year he did $131,000. Taking 20 per cent. as the average normal speed, it it will require stock of $8,733 for twelve turns a year, $10,480 for ten turns. $13,100 for eight turns, and $17,466 for six turns.

This year so far he has run along at the rate of $138,000. On that, he can carry $9,216 for 12 turns, $11,059 for ten turns, $13,824 for eight turns, and $18,432 for six turns.

Stock Too Heavy From Any Standpoint

It seems unreasonable to think that a stock of groceries in his section should be turned less frequently than six times a year. So on the slowest basis this man is carrying $8,000 to $9,000 worth more goods than he should carry; and that is a lot of money to have tied up in goods which lie idle.

I incline to the opinion that a turnover of eight times is readily attainable, provided the boss or manager (or both of them) is mentally alert—not too lazy to make constant, diligent use of the want book. And stock of between $13,000 and $14,000 will provide amply for eight turns, thus releasing between $12,000 and $13,000 which can be put into securities where it will yield seven or eight per cent., which works while he sleeps, and the release whereof will enable him to keep his stocks in much better shape.

This is altogether aside from the fact that surplus stocks are dangerous just now—not always specifically, perhaps, but so generally that the safe course is to travel as lightly as possible from now onward. I put it this way because it would be ridiculous for me to try to say that the special line of commodities about which he asks will turn out to be a bad speculation. The point is that the general tendency to-day is downward. Thus, in view of the well-known dangers of speculation at any time, the present is peculiarly dangerous for taking chances. The man who carries a light stock to-day and keeps as much capital liquid as possible is the one who will be continually in position to buy at the new low levels as prices recede. He will beat the speculator seven ways for Sunday—or better.

Deflation and Failures Interlock Concurrently

I quote the following from Bach's Review, one of the oldest, sanest current reviews of financial New York:

"Economic records demonstrate that after a long period of prosperity, during which there have been comparatively few failures, if conditions during that period have become much inflated, a crop of failures must inevitably be looked forward to, and until a large crop in these has been harvested, there can be no permanent improvement.

"All this because during prosperity periods unwise, venturesome and inefficiently capitalized movements spring up under impractical or speculative leadership. All goes well while prosperity lasts, but when the test of reversing conditions comes, these shakey concerns must collapse. Consequently, from a rather ghoulish point of view, a large harvest of failures is watched for and rejoiced in as marking the low point of depression as an indication of eventual business health and renewed future prosperity based on stable conditions.

"Naturally, the low point of failures would mark the high point of expansion and an increase of failures thereafter would indicate the beginning of the deflation process. Dun's report of failures in May (574) does not clearly indicate

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Getting the Attention of Children

The Paquet Company, Montreal, Installs a Simply Constructed Fountain to Attract and Amuse the Young Folks.

AS a means of attraction, a fountain has been placed at one end of the grocery department in the Paquet store, Montreal.

A circular basin of six feet in diameter by 12 inches deep, in the middle of this basin is a pipe which comes through the floor, at the end of which is placed a glass bowl measuring 12 inches, into this bowl the water gushes, and thereby resembles a fountain. Around the basin there is a grass border of 26 inches, encircled by a fence of 13 inches high. This grass was grown on a layer of sand 2 inches deep, which was sown with ½ peck of oat seed and was watered every day with hot water. It took six days to grow this mound. The large balls seen in the picture are of wood, painted in a bright orange, which add much to the appearance of the installment.

The main attraction of this installment is the young ducks which glide gracefully around and about in the basin, one of these may be seen in the illustration.

The children pay particular attention to these young ducks, and as it is the chief aim of the company to get the interest of the children, it was considered quite a success.

G. Dubuc, the manager of the grocery department, thinks that this is a good advertising medium, because when the interest of the children is held, they talk about what they have seen at home, at school, etc., and by doing this the name of the Paquet Company is freely advertised.

An attraction for the kiddies in The Paquet Store, Montreal.

Motor Truck Service for Summer Colony

Barrie Merchant Serves a Large Number of Tourists in Two Trips to Shanty Bay and Big Bay Points

WITH Barrie situated in close proximity to more or less thickly populated Summer colonies on Lake Simcoe, opportunity is afforder for the building up of a very active business in foodstuffs. Merrick and Litser cater to this trade more than any other grocery concern in Barrie. In fact they are the only firm who go directly after the business. Cottagers at Big Bay Point, Shanty Bay, and the Peninsula Park Hotel, are served by Merrick and Litser. A truck goes out to these places twice a week on Tuesdays and Fridays, and serves cottages, who are not otherwise reached by the supply boat that operates from Allendale. Mr. Merrick told CANADIAN GROCER that this business averages $200 per week. He believed it was well worth while. This season has been a very active one. Usually this service is not commenced until the beginning of July, but owing to the exceedingly warm weather last year, cottagers were at their summer homes early in June, and he commenced his calls the middle of June. He does not continue them after the first week of September. It is a five hour trip, and entails considerable work, the cottagers appreciate the service, and this firm makes it a point to cater to their needs in a way satisfactory to the customers, and with profitable return for themselves. They take orders on Tuesday, and delivery is made on Friday, or vica versa. Anything a customer wants, an effort is made to obtain it for her. They buy in fairly large quantities, as there is no grocery store in the immediate district.

There are many summer lines that this firm stocks, more particularly, in order to cater to this Summer colony trade. Cooked meats, canned salmon, olives and edibles easily and quickly prepared, Mr. Merrick states, sell well to the cottagers and he always carries a heavy stock, as it has otherwise to be very frequently replaced. The population at these resorts near Barrie, of course like all similar places, varies a great deal. However there are as many as fifty cottages that constitute some of the colonies, and the number of people coming and going, both to the hotel and the cottages is rather considerable. Consequently demand for groceries is always at a high level, and business for the most part, throughout July and August, is well worth going out to get. Both from the supply truck from Barrie, and the supply boat operating from Allendale, the cottagers at these watering places in the vicinity of Barrie are well looked after, and the enterprise of the grocers is rewarded with substantial returns.

WHAT SHE WOULD DO

A man who was travelling in the mountains stopped at a cabin and asked for a drink of water. An old woman brought it out to him, and after drinking he had quite a talk with her, telling her great stories about some of the wonders he had seen in the outside world. Finally, when he stopped to take breath, the old woman took her pipe out of her mouth and said: "Stranger, if I knowed as much as you do, I'd go som'ere and start a little grocery."

AN APPRECIATION

St. Barthelemy, Que.,
July 6th, 1920.

Canadian Grocer,
Toronto.

Gentlemen,

I am a reader of your journal and I am pleased to note that you publish protests of merchants who express their opposition to the order of Board of Commerce, and I don't see how it will benefit anyone.

Yours truly,
F. J. SYLVESTRE.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC NEWS

P. D. Poliquin has bought the grocery business of P. Crete, Montreal.

A. Vincent has purchased the grocery business at 31 Laurier Ave. West, from the estate of the late A. Lafleur.

W. H. Maclean, of the St. Lawrence Sugar Refineries, Montreal, has left the city for a few weeks to take his summer vacation.

ONTARIO NEWS

H. G. Ball, Toronto, has sold to W. V. Foster.

Nelson Werrin, Toronto, has sold to J. D. Lyons.

Chas. S. McCauley, Newmarket, has sold to H. Molyneaux.

James Louis, Toronto, has sold his business to T. H. Thomson.

A. Giachino is opening a grocery and butcher store in Cobalt, Ontario.

Israel Brubacher, retail grocer, Elmira, Ont., was in Toronto last week on a business trip. While there he called at the Toronto office of Canadian Grocer.

ACADIA SUGAR OFFICES IN MONTREAL

The Acadia Sugar Refining Co., Ltd., have moved the head office from Hollis St., Halifax, N.S., to 103 Notre Dame St., Montreal. They occupied their new premises July 15. The new office is being fitted up with board room, general offices, and several private offices.

DATES FOR WHOLESALE CONVENTION

The Canadian Wholesale Grocers' Association will hold their annual convention in Toronto on August 26 and 27. Extensive plans are in operation to make this an important event. A number of prominent United States business men, who can talk, have agreed to attend. Further particulars will be given later.

GROCERS SOLD EXTRACTS FINED $200: NOW GET STAY

St. John, N.B.—It is learned that a stay of proceedings has been obtained by M. C. Teed, K.C., from Chief Justice McKeown, on behalf of eight prominent wholesale grocers recently fined $200 in the police court under the Prohibition Act for selling lemon extract.

Meanwhile the defendants do not pay the fines, pending appeal of the cases.

The matter has also been laid before the Provincial Government, in the hope of securing protection from further prosecutions.

COATICOOK, QUE., FIRM SELLS OUT

Woodman & McKee of Coaticook, Que., have disposed of their grocery business to W. E. C. Jones.

This firm was established over 25 years ago by A. A. Woodman and F. C. McKee. A few years after, Mr. McKee decided to take up dentistry, and took a college course, qualifying for that profession, and sold his interest in the firm to Mr. Woodman, who has successfully carried on the business under the original firm name up to this time. Mr. Woodman now proposes to take a well-earned holiday for the remainder of the summer and will then take up some other line of business for a time.

WINDSOR GROCERS PROTEST

Windsor.—W. C. Kennedy, M.P. for North Essex, was notified this morning by the secretary of the Retail Merchants' Association, that local grocers would refuse to comply with the order of the Dominion Board of Commerce requiring that a monthly report must be made by each grocer on all sales.

"Even the Board must realize that it is impossible for a grocer to keep account of each sale even for a day without considering the matter for a month," an official of the organization said today. "The grocers feel that they would rather close their stores than comply with the order."

HAVE OPENED THEIR FOURTH STORE

Pearson and Martin, proprietors of "P. & M." chain grocery stores in St. Thomas, Ont., have recently opened their fourth place of business in Arthur Avenue. Unlike the other three stores, the new business is being operated exclusively on the "cash and carry" plan. The departure has been made as a sort of experiment with the object in view of introducing a similar system in the other three stores if the plan proves popular. A list of "bargains" offered in the "cash and carry" store are featured in the daily advertising space along with a list of specials in the other three stores, the "cash and carry" prices usually being several cents lower.

Although the new store has only been opened about two weeks, Mr. Pearson, who has charge of the publicity department, reports that he is well pleased with the results so far, customers coming for many blocks to save a few cents by carrying their own groceries.

AN EPIDEMIC OF SUGAR STEALING

Sugar stealing has become almost an epidemic. The latest theft occurred from the warehouse of F. P. Wilson, wholesale grocer, at 489 Queen street west, Toronto, where ten bags of sugar, valued at about $250, were removed. The thieves gained admittance by forcing the grating over a window, and apparently were undisturbed in their efforts of carrying the sugar away. The doors of the warehouse were found open in the morning.

100 bags of sugar of 100 pounds each were stolen from a grocer in Jerseyville. They drove up to the grocer's warehouse and carted the stuff off on two motor trucks. The stolen sugar is valued at about $2,500.

SARNIA GROCERS FIGHT EARLY CLOSING BY-LAW

Sarnia—(Special). — For the seventh time Sarnia's much-discussed Early Closing By-law was again the feature in the police court to-day, when four local grocers appeared in response to summonses charging violation of the measure by allowing their shops to remain open after nine o'clock Saturday night.

George Armstrong, the first grocer arraigned, stated that he wanted to appeal the case. G. N. Kingston took the same stand as that taken by W. M. Rae, namely, that his principal business was other than groceries and provisions. M. Webster took the same stand as the previous defendant and asked for an enlargement to prepare a defence. Similar action was taken in the charge against Mrs. B. Lampel.

NIAGARA GRAPE GROWERS MAKE CONTRACTS

Consumption of Ontario Wine Increasing —Grape Prices Likely to be Doubled

Niagara grape growers are making contracts for this year's crop at $100 a ton, whereas before prohibition grapes were sold at $20 by the growers. The explanation, of course, is that since prohibition there has been a tremendous increase in the consumption of Ontario wine, which is the strongest made in Canada. The old 25-cent basket of grapes had increased last year to 50 cents, and the supply on the market was short. This year the price seems likely to be doubled. The new condition is more profitable for the wine growers, but it is to be feared that less grapes will be available for eating purposes.

NEWS FROM WESTERN CANADA

WESTERN NEWS

Tully's grocery has opened in Regina.

Evans Bros. have opened a grocery store at Lintlaw.

Robert Heany has started a grocery business in Winnipeg.

C. T. Lawrence of Winnipeg, is selling his grocery business.

C. W. Fleming has set up in business as a grocer at Hanna, Alta.

Saskatchewan Grocery, Ltd., has been incorporated at Saskatoon.

D. O'Donnell has started a grocery business at Saskatoon, Sask.

S. E. Grammar has started a grocery store at North Vancouver, B.C.

Panis Cash Grocery of Brandon, Man., is succeeded by J. B. Haggeman.

F. L. Burns, grocer, Vancouver, is being succeeded by W. A. Callaghan.

Jas. Normand is starting a grocery business in West Vancouver, B.C.

Samolia & Enich have discontinued their grocery business at Regina.

Faures & Rollo have started in the grocery business at Matlock, Man.

Britan & Girard have purchased the Rae Cash Grocery Store at Regina.

L. C. Teeple, Lethbridge, Alta., is closing out the grocery department.

Mrs. A. J. Laviolette has discontinued the grocery business at Belford, B.C.

J. G. Stitt has purchased the grocery business of M. Marchetti of Winnipeg.

Gilbert & Duckitt have sold their grocery store at Calgary to J. E. Cullen.

J. A. Cameron has opened a grocery and confectionery store at Carman, Man.

Yankovitch Bros. have purchased the grocery store owned by A. Velona, Regina.

Mrs. E. E. Groutage is starting a grocery and confectionery store at Victoria, B.C.

A. L. Curtis has purchased the grocery business of F. Cariss at Brookdale, Man.

A. McDonald of Calgary, has purchased the grocery store formerly run by W. Dickson.

The grocery store of A. T. Hodgson of Winnipeg, is now being operated by P. Ballantyne.

Putnam & Sult have purchased the grocery business of S. D. Blackwell, N. Vancouver, B.C.

Hobson & Hobson, grocery store at N. Vancouver, B.C., is being succeeded by Robt. Howden.

Schwam Trading House has purchased the grocery store of Marie L. Niederstadt, Regina, Sask.

Groceteria, Ltd., have purchased the grocery business of Law & McKay at Swift Current, Sask.

KNOWS JUST WHERE HE IS AT

Thanks very much for an article that appeared in one of your issues about four and a half years ago. It read somewhat as follows:

"If you are not a good collector of accounts the quicker you quit the credit business the better." We took this advice and are doing a cash business now for around four years and have always shown a good profit at stock-taking times. We do not have to work so hard for one thing, and then the knowing that when you close the doors for the evening your assets are above your liabilities, is the biggest load of all taken off any man's shoulders.

Thanking you again, I remain,
Yours truly,
H. T. SCOTT.

Hull, Que.

R. G. Graham has bought out the grocery business of Annie M. Thompson at St. James, Man.

Lipsett Bros., Regina, are moving to Indian Head, Sask., and adding groceries to their line of clothing.

R. A. Creighton of the Manitou Remedies, Ltd., Winnipeg, is away on an extended business trip to Fort William and Sault Ste. Marie, and after returning expects to make a business trip out West.

McTaggart Cowan, secretary, Levesons, Limited, Vancouver, B.C., is on a business trip to Eastern Canada. He was in Toronto this week and will visit Hamilton and Montreal before returning to the West.

The brokerage firm of Carr & MacColl, Vancouver, will in future be conducted under the name J. P. Carr. Mr. MacColl, formerly with this firm has accepted a position with The Bordon Co., Ltd. Mr. Carr has been appointed B.C. agent for the Canadian Malt Extract Co. of Montreal.

H. C. Ervin, Jr., and G. Ervin, representing the H. C. Ervin Co., merchants' millers, St. Cloud, Minn., paid a visit to Winnipeg last week, making final arrangements with H. P. Pennock & Co., Ltd., to represent them in Canada. H. C. Ervin Co. are millers of corn meal, corn flour, buckwheat flour and cereals.

Save the Empty Containers They're Worth Good Money

Empty Boxes, Bags and Barrels Are in Demand and Bring Good Prices When in Good Condition.

"DO you want to buy a load of kindling," stated a retail grocer to a customer, in the hearing of Canadian Grocer upon the occasion of a recent visit. The merchant then took the customer by the arm and steered him out through the warehouse to the back yard with Canadian Grocer tagging behind to see what he could see, expecting to find a new department in a retail grocery. "You can have that pile for $3.00," stated the merchant to the customer, pointing to a hugh pile of empty boxes. This pile probably contained 150 boxes, all with the lids off and many broken and battered beyond repair. Here was a merchant giving away $15.00 worth of empty boxes for a trifling sum of $3.00, a straight loss of $12.00.

Many merchants are of the opinion that they do not pay anything for boxes, barrels and bags, in which is packed the various merchandise purchased; but in reality he pays a great deal more than he can ever expect to get, and it behooves the merchant to take care of them and realize all that he can on their sale.

Wholesalers and other packers of merchandise in broken lots, pay eight to 15 cents each for wooden boxes. Barrels bring any price up to 50 cents each. Sugar bags with liners are worth 18 cents each, and without liners eight to 10 cents each. To get these prices it is necessary that the contaniers are in good condition.

It may be easier and perhaps quicker to smash open a box, to bang in a head of a barrel, or to slash a bag with a knife, but by smashing and slashing in this manner the value is decreased by several cents. The greater the care taken when opening packages the greater the returns, and while perhaps each package is of small value, the saving amounts to hundreds of dollars during the year.

A Depressed Market for Tea

Large Quantities of Indian and Ceylon Tea Forced on the Market—Cheap Teas Difficult to Sell.

From "Grocer," London, England.

SINCE public sales were resumed after the Whitsun holidays the quotations for tea have slumped for common and lower medium grades. The decline is partly attributable to the exceptionally large quantities of Indian and Ceylon tea which are at present being forced on the market. The total stock in the United Kingdom is abnormally heavy for the time of year. On May 31 it amounted to 221,471,000 lbs., against 151,589,000 lbs. at the corresponding date last year, and 87,568,000 lbs. in 1913. While there is a fairly steady market for the finer liquoring teas, there is far more than enough to go round of inferior sorts, which are most difficult to sell, even at much reduced prices. A lot of stale and inferior tea is being pressed for sale. This tea has been held up in the countries of production. Financial conditions are onerous, and most distributors are caught with stock that places them on the wrong side of their commitments. It has to be taken into account that from the time that tea was de-controlled home consumption went up by leaps and bounds, and price seemed to be no object to the consumer. The position now, however, is vastly different, the deliveries for home use during April and May being materially below those in the corresponding period of last year. The market must continue to display irregularity until the present excessive stock is brought down to something like normal dimensions.

STOCKS, SALES, TURNOVER HELP

(Continued from page 32)

the turn. While there is a slight increase over May, 1919, with that exception the report is the best on record, there being a decline of practically 68 per cent. from the high point of 1707 insolvencies in May, 1915.

"A careful study of the Dun tables during recent years shows that inflation is scraping along the top."

Experience shows that depression comes suddenly, when men are least prepared for it. The wise merchant will prepare beforehand, will seek his cyclone cellar before the storm strikes. My urgent suggestion to all is to seek the shelter of light stocks now, before values shrink—not wait until depression is upon us and then be sorry. Better safe than sorry," is solid philosophy right now.

Are Savings Through Pooling Real?

The question whether it pays to buy heavily in pooled cars to save excess local freight charges can be answered only by having full information. I should have to know exactly what percentage is saved and how long stocks so purchased remain on hand in excess of the average. That is a matter which each merchant can easily determine for himself, provided he will get the facts together, analyze them and face the results squarely. A short time since I gave certain tabulations of figures based on an imaginary set of purchases which demonstrated quite clearly that purchases made to forestall a rising market do not pay.

Recently I saw 15 cases of macaroni on the floor of a store and the grocer said: "According to your method of computation, you would not say that was good business?" I told him that if he could sell that much in 30 days, it was o.k., but if it would last him six months, decidedly I did not think it paid. For supposing his sales amounted to 15 cases in six months with a list price of $1 the case and that a purchase of 15 cases gave him 15 per cent. off. On the quality he would pay $12.75 for the lot and selling it, say, for $1.25 the case, he would make a gross of $6, or just over 47 per cent. on his capital employed in six months. If he bought a single case at once and paid the full list of $1 for it, selling it at $1.25 his earnings in six months would be $3.75, or 375 per cent. on his capital gross.

This takes no account of the fact that, having the cash on hand with which to discount his bills, thereby being a prime customer for any jobber, he could buy in single cases almost, if not, quite as cheaply as the slower-paying quantity buyer; that his handling charge would be reduced to the minimum by reason of the single case being put right onto his shelf and sold without rehandling; that his surplus capital could be kept active in other lines or lying available in the bank, drawing interest; that his deterioration and depreciation charges would be nil; and a thousand other considerations. Fact is, every element favors the short buyer who turns his stocks rapidly and militates against the man who buys quantities even when such purchases look most alluring.

Always Best to Face the Facts

It does not help much to "think" or "guess" about these things. The right idea is to settle down with pad and pencil, figure things out and see just where they point—then go that way! The same applies to the store that is too big. Sentiment is a poor guide in such matters. By all means the few men kept busy are to be referred to any surplus, especially in a country store where ranching trade does not mind waiting their turn for service. Credit is another question. I shall touch on it another time.

HAS THE RIGHT TO FIX THE RESALE PRICE

(Continued from page 27)

dividuals who sought not the public interest but their own gain. Several other manufacturers had established selling policies in consonance with known or expressed wishes of the wholesale grocers. In the case of those manufacturers, as in the case of Macdonald & Company, there was no proof of detriment to the public, but there was stout insistence, instead, that what had been done was, in the last analysis, in the interest of the public, especially the consuming public.

"The Board, as it has already said, had intended to carry its investigations into the effect of resale price fixing arrangements much further than it has been able to bring them, and it might well be that as the result of a fuller investigation the view of the Board might have been different from what it is as the result of the testimony put before it at Hamilton and Toronto, but that testimony was practically all one way and to the effect that a resale price fixing arrangement, when the resale or common price fixed is a fair one—one which does not yield an unfair profit—enables a larger sale and a steadier distribution, thus reducing overhead costs and permitting sales to be made upon a much closer margin of profit. Witness after witness deposed to these conditions and from actual experience. Now, then, in the face of this sort of evidence, can this Board be expected to pronounce not merely the opinion of these business men but their recitals of actual experience, to be wrong? Whether or not the resale prices fixed were fair or unfair was not proved before the Board, and Counsel for the Attorney-General repudiated responsibility to prove such matter as part of his case. In the opinion of the Board, in the absence of such proof, his case completely failed. Unfortunately the Board has not been able to carry the matter further so as to enable it of itself to find out whether the prices fixed were fair. In the judgment of the Board this is the essential enquiry which it, because of circumstances already adverted to, regretfully, but necessarily, abandons.

In the result the proceedings, as to all parties complained against, failed.

TOMATO CATSUP TAXABLE

A number of enquiries have come to Canadian Grocer as to whether Tomato Catsup is or is not taxable (1% sales tax) under the new budget. A. C. Pyke, secretary of the Wholesale Grocers of Ontario, has taken the matter up with Ottawa, and the ruling is that it is subject to the tax of 1% on sales.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets continue to rule with a firm undertone. Although both retailers and wholesalers are not booking orders for future delivery as freely as in the past, business generally is very promising.

MONTREAL—There has not been much change on the local market this week. The feature of the market is the advance in the price of butter amounting to 1c per lb. This is due to the big demand on the American market. Local produce is coming to the market and lower prices may be expected. Fresh fish is dearer owing to a poor season. Cabbages are lower in price and the prospects are for lower prices on potatoes as soon as the local crops are ready. Domestic fruit is beginning to be offered and cherries are cheaper than they have been for sometime. Early apples from the U.S. are arriving. The sugar market is very strong, due possibly to the result of the raising of the embargo on exportation of sugar. Dried fruits are much stronger than they have been and higher prices are looked for. The new nut crops from France, Italy, Spain and Greece will be dearer. Canned goods are very strong in price and the expectation is for high prices on the new stock of canned fruits.

TORONTO—All markets continue with a firm undertone with advances registered on Canadian sardines, dustbane, prepared mustard, dustless mops, candles, parchment paper, wax paper, manilla paper and bags also olives both plain and stuffed. Supplies of granulated sugar are arriving freely but wholesalers report a limited demand. Manufacturers of corn syrups state that in view of the high price of corn and cans an increase in prices is not unlikely. Rolled oats have advanced 50 cents per bag. The spice market is quiet. Black peppers continue with an easy tone. Chillies and red peppers are fairly scarce and quotations are firm. Low grade Ceylon and Indian teas are cheap but the higher grades are scarce and the tendency is for higher prices. The Eastern rice market has developed an easier tone but Southern rices continue firm. Evaporated apples are lower. Spot stocks of shelled walnuts are still large and are offered to the trade at prices below current primary market quotations: higher prices are looked for when stocks are cleaned up. Fresh fruits and vegetables are arriving freely at lower prices.

Fresh meats are unchanged. A scarcity is noted for smoked bacon and hams and quotations are higher. Butter and eggs are ruling firm under advanced prices. The cheese market is steady. Shortening has developed a weak tone. Poultry business is quiet with quotations lower on spring chickens.

WINNIPEG—There has been practically no change in the grocery market this week. Business is improving and latest crop reports are very satisfactory. The demand for sugar has been good and jobbers have been able to meet the demand. The New York raw market remains firm and from present indications we are led to believe that fine sugar on the Canadian Market will see higher prices before the middle of August. Corn Syrup and molasses are ruling very firm. The opening price on evaporated apples is expected to be lower due to the large apple crop in Nova Scotia and Ontario. New apricot prices have been named by the California Packers and are about four cents a pound higher than last year's opening prices. Raisins, prunes and peach prices are expected to be named by the Associations about the first of August. Recent reports show that new prices have been named on the new packed lobsters and they are now being quoted at $3.35 per dozen for quarters and $6.00 per dozen for halves. The B.C. Fruit Packers have announced their opening price on canned strawberries at thirty cents per dozen over the Eastern prices. Tea market is very firm with high prices and a noted scarcity of fine tea. Coffee market is quiet. Rice, tapioca and sago market is reported somewhat easier. The shelled nut market remains unsettled. Brazil nuts are very high compared with other varieties. Good supplies of fruit are arriving and new local vegetables are to be found on the market.

QUEBEC MARKETS

MONTREAL, July 16.—The grocery market is very firm this week in all lines. The prospects are for higher prices on dried fruits and nuts. The sugar market is very strong as a result of larger markets open for Canadian refiners. Molasses, corn starch, and canned goods are very firm at prices quoted. Teas, coffee, and cocoa are firm at prevailing prices and little or no change is recorded on the price of spices. With the offering of local vegetables and fruit on the market prices are a little lower and the prospects for a good season are expressed everywhere. The cereal market is very firm but no change is noted.

Sugar Stronger Than Ever

Montreal.

SUGAR.—The raising of restrictions on exportation of sugar last week will, no doubt, effect the price or, at least, the inclination of the price of sugar on the Canadian market. Open market for sale of sugar which demands a higher price than is being paid in Canada, and in consequence the price in Canada will be at least very firm. Canadian Grocer, in an interview with a refinery, learns that a big factor in holding the price firm at present quotations is the present shortage. At the present time there is only enough granulated sugar to supply the Canadian markets, and as a result manufacturers are not seeking any new markets for the refined sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 50
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 30
Do., 25s	21 30
Cubes and Dice (asst. tea), 100-lb. boxes	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	....
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

Molasses Market Strong

Montreal.

MOLASSES.—There is no change in the price of molasses this week, but the market continues exceedingly strong at quotations given.

3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85
	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	....	1 75
Barrels	....	1 78
Half barrels	....	1 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Prepared Cereals in Demand

Montreal.

PACKAGE GOODS.—There is no change of note this week in the price of package goods. Quotations all being very strong as given with a big demand for prepared cereals.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

Rolled Oats Expected Firm

Montreal.

CEREALS.—There is no change this week in the price of cereals. Expectations are that prices for rolled oats will be very firm for fall.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	....	7 25
Rolled Oats (bulk), 90s	....	6 50

Dried Fruit to Be Dearer

Montreal.

DRIED FRUIT.—There has been a sharp advance this week in the price of currants on the primary market. Canadian Grocer is given to understand that currants are being sold here at a price below the import cost. Dates and raisins are scarce at the present time, and prices are very firm. The market is very brisk on account of preparing for the fall and winter trade.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Higher Prices on Nuts

Montreal.

NUTS.—The market for nuts in the shell is very strong at the present time. There is a big demand for the fall and winter use. Shelled walnuts are continuing at their low quotations, but the new crop is being marketed at a high figure.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Canned Goods Strong

Montreal.

CANNED GOODS.—Market for canned goods continues strong and unchanged this week. Nearing the end of the season and the coming of new crops there is rather a shortage in some lines. The expectation is that the new stock will be very high on account of the prices for raw material.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (ligbt syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Higher Grade Teas Strong

Montreal.

TEA.—Japan teas continue at their high price. Indian and Ceylon teas are slightly weaker as the European market is flooded with poorer grades of tea. The better grades of tea are strong and in good demand. No definite change in the price is expected.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee and Cocoa Strong

Montreal.

COFFEE AND COCOA.—Both the coffee and cocoa markets continue strong. There is no change in the price and predictions are that prices will continue for some time as quoted. There is little hope that the market will be any easier in the fall despite the small change in price on the primary market.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Rice Market Unchanged

Montreal.

RICE.—Rice continues firm at present prices. The market is rather quiet at the present time and the supplies are not over-abundant.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Hold Firm

Montreal

SPICES.—Prices hold firm this week at quotations given.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Early Apples on the Market

Montreal.

FRUIT.—Early apples from the U.S.A. are offered on the market this week at $5.50 per hamper. Cherries are on the market and have declined slightly in price during the week. Blueberries are offered at two dollars a small crate. Otherwise there is no change in the market. The prospects are for a very good crop of fruit this year.

Apples—		
Apples, early, basket	....	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 25
Peaches, crate	....	6 00
Plums, crate	....	4 00
Canteloupes, crate	....	3 50
Blueberries, box	....	2 00

Good Vegetable Crop

Montreal.

VEGETABLES.—Local vegetables are appearing on the market. The prices are, accordingly, a little lower, but the expectation for a very good crop this year is expressed. Beans are being offered at three dollars a bag of twenty pounds. Cucumbers are a little dearer than they have been. Cabbages and parsley are cheaper. New potatoes, No. 2 grade, are fifty cents lower.

Beans, wax (20-lb. bags)	....	3 00
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	1 50
Cabbage, Montreal, doz.	....	2 00
Chicory, doz.	....	0 50
Cabbage, crate	....	6 00
Carrots, bag	....	3 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 50
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 00
Do., New Brunswick	....	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Tomatoes (Florida), crate	....	10 00
Wash. Celery	....	2 50
New potatoes, No. 1, per barrel	....	15 00
Do., No. 2, per barrel	....	8 50
Mississippi Flat Tomatoes	....	2 75

ONTARIO MARKETS

TORONTO, July 16.—All grocery markets continue with a firm tone and advances registered on wax and parchment paper, olives, dustbane, dustless mops and swabs, candles, Canadian sardines, prepared mustard, manila paper and bags. Sugar is arriving freely but wholesalers report a quiet demand. Corn syrups are strong with a tendency upwards in view of the higher cost of corn and cans. Rolled oats are quoted 50 cents per bag higher. Black peppers continue easy. Chillies and red peppers are scarce and quotations are firm. The primary market for high grade teas is strong with indications for higher prices. Low grade teas are cheap. Coffee is ruling steady under a quiet demand. The rice market has developed an easy tone. Evaporated apples are lower. Shelled walnuts are selling at low figures. Oranges are firm. Canadian fruits and vegetables are arriving freely and prices are lower.

Sugar Market Steady

Toronto.

SUGAR. — Supplies of granulated sugar are arriving freely, but wholesalers report a limited demand. Quotations are unchanged. The raw sugar market this past week has been fairly steady with quotations around 18½ cents New York.

St. Lawrence, extra granulated, cwt.	21	21
Atlantic, extra granulated	21	21
Acadia Sugar Refinery, extra granulated	21	21
Dom. Sugar Refinery, extra granulated	21	21
Canada Sugar Refinery, granulated	21	21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Are Strong

Toronto.

SYRUPS.—Corn syrups are ruling firm under an active demand. Manufacturers state that in view of the high price of corn and tin cans that an increase in the price of corn syrups is not unlikely. The molasses market is steady.

Corn Syrups—		
Barrels about 700 lbs., yellow		0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		7 30
Cases, 5-lb. tins, white, 1 doz. in case		8 35
Cases, 10-lb. tins, white, ½ doz. in case		8 05
Cases, 2-lb. tins, yellow, 2 doz. in case		6 70
Cases, 5-lb. tins, yellow, 1 doz. in case		7 75
Cases, 10-lb. tins, yellow, ½ doz. in case		7 45
Cane Syrups—		
Barrels and half barrels, lb.		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.		1 55
Choice Barbadoes, barrels		
West India, bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ doz. to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Quoted Higher

Toronto.

CEREALS.—The cereal market continues to rule firm under a very quiet demand. Rolled oats have advanced to $6.50 per bag. Quotations on other cereals are unchanged.

	Single	Bag Lots
	F.o.b.	Toronto
Barley, pearl, 98s		9 00
Barley, pot, 98s		7 50
Barley Flour, 98s		6 25
Buckwheat Flour, 98s		6 25
Cornmeal, Golden, 98s		6 00
Do., fancy yellow, 98s		6 75
Oatmeal, 98s		7 25
Oat Flour		
Corn Flour, 98s		6 75
Rye Flour, 98s		6 25
Rolled Oats, 90s		6 50
Rolled Wheat, 100-lb. bbl.		8 80
Cracked wheat, bag		6 75
Breakfast food, No. 1		9 00
Do., No. 2		9 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08¾
Blue peas, lb.		0 10
Marrowfat green peas		0 11¾
Graham Flour, 98s		7 65
Farina, 98s		6 20

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — There is no change in this market; Starches and package cereals are strong with a tendency toward higher prices due to the higher cost of grains.

PACKAGE GOODS

Rolled Oats, 20s, round, case		6 50
Do., 20s, square, case		6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		4 35
Cornstarch, No. 1, lb. cartons		0 14
Do., No. 2, lb. cartons		0 12½
Laundry starch		0 12¼
Do., in 1-lb. cartons		0 12¾
Do., in 6-lb. tin canisters		0 16½
Do., in 6-lb. wood boxes		0 15¾
Celluloid Starch, case		5 50
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s		4 25
Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 50
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 10
Buckwheat flour, 24s		4 10
Two-minute Oat Food, 24s		3 75
Puffed Wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case		4 25
Do., pearl, case		4 25
Scotch Pearl Barley, case		3 50
Self-rising Pancake Flour, 30 to case		3 60
Do., Buckwheat Flour, 30 to case		3 60

Parchment Paper Higher

Toronto.

PAPER. — Printed parchment paper has advanced to $1.50 per ream. Waxed paper has advanced to 35 cents per ream. Manilla paper rolls is now 13½ cents per pound. Paper bags have advanced 50 per cent. on the list price.

Spice Market is Quiet

Toronto.

SPICES.—The market for spices is quiet. Black peppers continue easy. Chillies and red peppers are fairly scarce and quotations are firm. A scarcity is noted for cream of tartar and quotations are 85 to 90 cents per pound.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon		0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Do., white	0 50	0 52
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole 100s		0 55
Do., 80s		0 65
Do., 64s		0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Coriander seed	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric		0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

Olives Have Advanced

Toronto.

OLIVES. — Gorman, Eckert & Co. olives have advanced to following prices: No. 6, Queen, $2.40 per dozen. No. 8, Queen, $3.00 per dozen. No. 5, stuffed, $2.40 per dozen. No. 6, stuffed, $3.25 per dozen. No. 10, stuffed, $5.25 per dozen. No. 10, Queen, $3.50 per dozen.

High Grade Teas Are Firm

Toronto.

TEAS.—This market is unchanged. Low grade teas are cheap, but the higher grades continue scarce. The primary market for the better quality teas is quite firm with the tendency upwards. Early pickings, Japans, are selling at high figures, but seconds are not expected to advance much beyond last year's prices, which will probably be around 60 cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50

Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Rule Steady

Toronto.

COFFEE.—The coffee market is ruling steady under a quiet demand. Quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Sardines Advance

Toronto.

CANNED GOODS. — Canned goods are in active demand. Brunswick sardines have advanced to $7.00 per case. Tuna fish, case of 48 7-ounce cans, are quoted at $3.75 per dozen. Simcoe pork and beans, No. 2 tins, are $2.10 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Rice Market Easier

Toronto.

RICE.—The Eastern rice market is easier, but the high grade southern rices continue scarce. Spot stocks are low and a quiet demand is noted.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Some Lines Advance

Toronto.

MISCELLANEOUS.—Reindeer coffee, small size, has advanced to $8.00 per case. McLaren's prepared mustard, small size, has advanced to $1.25 per dozen, and medium size, $1.65 per dozen. Liquid veneer mops have advanced to $16.00 per dozen, and extra swabs, to $10.50 per dozen. Morton's water glass is up to $2.10 per dozen. Dustbane has advanced to following prices: Case of 36 cans, $3.15 per dozen; bulk kegs of 37½ lbs., $2.25; kegs of 75 lbs., $4.00. Half barrels, $7.60; barrels, $10.25. Soclean has advanced to $3.15 per dozen.

Evaporated Apples Lower

Toronto.

DRIED FRUITS. — All dried fruits are in active demand. Evaporated apples are lower, now quoted at 21 cents per pound. Figs continue to be unsettled and can be bought at prices below the opening quotations. Taps are quoted at 10 cents per pound. Two-pound boxes of pulled figs are quoted at 45 cents per box. Raisins are firm. Prunes are moving freely.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	....	0 18½
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Shelled Nuts Easy

Toronto.

NUTS.—Spot stocks of shelled walnuts are still large and are being offered to the trade at prices below current primary market quotations. When local stocks are cleared up, higher prices will prevail.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Vegetable Prices Lower

Toronto.

VEGETABLES. — Local grown cabbage, beets, carrots and wax beans are all cheaper this week. A few old potatoes are still on the market at $6.00 per bag. New potatoes are quoted at $14.50 per barrel for No. 1, but prices are expected to be lower next week. Leamington tomatoes are arriving and are quoted at $2.75 to $3.50 per basket. Hot house tomatoes are lower, now quoted at 30 cents per pound.

Potatoes, old, bag	....	6 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	....	5 00
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 60	2 00
Cucumbers, Carolina, hamper	....	....
Do., per 11-qt. basket	....	3 00
New Carrots, per doz.	....	0 60
Asparagus, per basket	2 50	3 25
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	1 25	1 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	....	2 25
New Potatoes, Carolina—		
No. 1, per barrel	....	14 50
No. 2, per barrel	....	8 50
Tomatoes, 4-bkt. crate	....	2 75
Do., hothouse, per lb.	....	0 30
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	0 90	1 00

Oranges Are Firm

Toronto.

FRUIT.—Oranges are firm at $7.50 to $8.50 per case. California deciduous fruits are arriving freely. Georgia peaches are down 50 cents per crate. There is a large crop of Canadian cherries and prices are expected to be lower. Gooseberries are on the market, also red currants.

Oranges, Valencias—		
126s	....	7 50
150s	....	8 00
176s, 200s, 216s, 250s	....	8 50
Bananas, Port Limons	....	0 10½
Lemons, Cal., 300s, 360s	....	6 50
Do., Messinas, 300s	....	6 00
Do., Verdillis	....	6 00
Grapefruit, Florida—		
54s	....	....
Grapefruit, California Seedless —		
48s	....	3 50
64s, 70s, 80s, 96s, 126s	4 00	4 50
Boxed apples, all sizes	....	4 50
Strawberries, quarts	....	0 25
Watermelons, 26-lb. aver., each	1 25	1 35
Cal. Canteloupes, case, 45s	....	7 50
Georgia Peaches, 6-bskt. crates	....	5 00
Apricots, Cal., box	3 50	3 75
Plums, Cal., box	....	3 75
Canadian Cherries—		
Sour, 11s	1 25	1 50
Do., 6s	0 75	0 90
Large black, 6s	0 85	1 25
Do., 11s	1 50	2 50
Gooseberries, 6s	0 75	1 25
Do., 11s	1 50	2 00

Flour Market Steady

Toronto.

FLOUR.—Millers are now busy on export orders and will probably remain so for the next few weeks. The market is steady and quotations unchanged.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

WINNIPEG MARKETS

WINNIPEG, July 16.—Sugar is now arriving in ample supply. Corn syrups are steady and sugar syrups are arriving more freely. Cereals and starches are unchanged. Prices on new crop apricots have been named and show an increase of four cents per pound above last year's opening price. Several shipments of new pack lobster have arrived. British Columbia packers have named opening prices on canned strawberries which are 30 cents per dozen higher than the eastern pack. The tea market is firmer. Rice, tapioca and sago are easier. Fruits and vegetables are arriving freely.

Sugar Supplies Plentiful

Winnipeg.

SUGAR.—The demand for sugar has been good, and to date the jobbers have been able to take care of all orders received. The refineries have secured export permits, which in the past and possibly in the future means reduced supplies for Canada.

New York raw market remains firm, and from present indications Canadian prices on refined sugar will be higher before the middle of August.

Redpath, granulated, 100-lb. bag.	....	22 05
St. Lawrence granulated, 100-lb. bag	....	22 05
Atlantic, granulated, 100-lb. bag.	....	22 05
Dominion, granulated, 100-lb. bag	....	22 05
Acadia, granulated, 100-lb. bag..	....	22 15
Yellow Sugar, No. 2, 100-lb. bags	21 55	21 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	22 60
Icing Sugar, 50-lb. boxes, per cwt.	....	22 70
Lump Sugar, soft, 100-lb. boxes.	....	22 80
Do., hard, 100-lb. boxes, per box	....	23 00
Cubes, 100-lb. boxes, per box....	....	22 70

Syrups Are Steady

Winnipeg.

SYRUP.—The corn syrup market is very steady, sugar syrup is arriving more freely. The primary molasses market shows an advance of 50 cents per case, but up to the present time it has not affected the Canadian market.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case.....	....	9 40
5-lb. tins, 1 doz. in case.....	....	11 25
10-lb. tins, ½ doz. in case.....	....	10 75
20-lb. tins, ¼ doz. in case.....	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 60
Cases, 5 lb. tins, white, 1 doz. in case	....	8 70
Cases, 10 lb. tins, white, ½ doz. in case	....	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	....	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	....	8 10
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 85
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 85
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz....	....	24 50
Pure, 10s, per case of ½ doz...	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of	10 per	cent.
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Cereals Are Steady

Winnipeg.

CEREALS.—This week finds the rolled oat market as well as the bean market very firm, while a scarcity of barley is noted.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag.....	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag.....	....	1 56
Do., 10-8s, per bale.....	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag...	....	8 60
Do., 16-6s, per bale.....	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag.....	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Starches Are Firm

Winnipeg.

STARCHES.—The starch market is firm with indications for higher prices, due to the firm tone being shown in the corn market.

Cornstarch, 1-lb. pkgs., per lb...	....	0 12½
Do., No. 1 quality, 1-lb. pkgs...	....	0 14
Gloss, 1-lb. pkg., per lb.....	....	0 14¾
Celluloid, 1-lb. pkg., per case...	....	5 65

Evaporated Apples Lower

Winnipeg.

DRIED FRUITS.—It is expected that the opening prices on evaporated apples will be lower, due to the large crop of apples in both Nova Scotia and Ontario. It is expected that the selling price will be about 18 cents a pound, F.O.B. Winnipeg. New apricot prices have been named by the California packers, and show an increase of about 4 cents a lb. over last year's opening price. Raisin and peach prices have not as yet been named, but raisin prices will be named on or about August first. The Prune Association is expected to name their prices at or about the same time.

DRIED FRUIT		
Evaporated Apples, per lb.....	....	0 20
Currants, 90-lb., per lb.....	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton ...	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Prices on New Pack Lobster

Winnipeg.

CANNED GOODS.—Several shipments of new pack lobsters have arrived and are being quoted at $3.35 per dozen for ¼s, and $6.00 per dozen for ½s.

The British Columbia packers have announced their opening prices on canned strawberries at 30c per dozen over the Eastern prices named a few days ago.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)		Per case
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Spinach, 2½s, 2 doz case	....	5 70
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Do., 2s, 2 doz. case	....	3 50

Teas Market Firmer

Winnipeg.

TEAS.—High grade tea is reported scarce and very high, and teas at to-day's prices look like good buying.

INDIA AND CEYLON—		
Pekoe Souchongs, best quality..	0 48	0 50
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality	0 52	0 60
Broken Orange Pekoe, best qlty.	0 58	0 68
Japan, best quality	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is exceedingly quiet with no change in prices.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade ..	....	0 46
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56

Red Peppers Scarce

Winnipeg.

SPICE. — There is practically no changes in the spice market this week, with the exception that pickling spice in bulk advanced 3 cents per pound. Black and white pepper are steady and in good demand. Red peppers are very scarce, also nutmegs, cloves and pimentoes are steady with limited stock.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
Do., No. 2, per lb.	....	0 25

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice and Tapioca Easier

Winnipeg.

RICE.—The rice, tapioca, and sago market has already shown considerable weakness since our last report, and these commodities are being offered to the trade freely.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags	....	0 13½
Do., 50-lb. bags, lb.	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

Jams to be Higher

Winnipeg.

JAMS.—Jams no doubt will be much higher than the opening prices of last year. The new opening prices have not as yet been named. Buyers are taking full advantage of spot stocks offered at to-day's prices.

	Per tin	
Jams, Pure—		
Strawberry, 4s, 12 tins to case	1 20	1 35
Raspberry, 4s, 12 tins to case	1 12	1 20
Black Currant, 4s, 12 tins to case	1 12	1 20
Blended—	Per tin	
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Shelled Nuts Unsettled

Winnipeg.

NUTS.—The shelled almond market remains unchanged. The situation in the walnut market has been a little more active, with every indication of climbing again. There is very little local enquiry regarding the peanut market, and the trade is very quiet. Brazil nuts shelled are very high as compared with the other variety.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fruits in Good Demand

Winnipeg.

FRUITS.—Supples of fruit are arriving freely, but the demand is greater than the supply. Gordon Head strawberries are arriving in good supply, and are being picked up just as soon as they arrive; they are quoted at $7.50 per case. Splendid quality cherries, plums, peaches and canteloupes are arriving daily. There is a noted scarcity of bananas and oranges. Raspberries are expected within a week's time.

FRUITS—		
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.	....	0 14
Washington apples, Winesaps, box	....	5 00
Strawberries, 24 pts.	....	7 50
Peaches, Cal., case	....	3 00
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	....	7 50
Do., flats, 12s to 15s, per case.	....	4 00
Watermelon, per lb.	....	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	9 50
176s	....	9 00
150s	....	8 50
126s	....	8 00
Apricots, per case	....	4 50
Cherries, Washington Bingslug boxes	....	7 50

B.C. Celery Arrives

Winnipeg.

VEGETABLES. — During the week several shipments of new vegetables have arrived and now home-grown vegetables are on the market. British Columbia celery has now arrived and is being offered at 13 to 14 cents per pound. This week the first shipment of Tenessee tomatoes arrived and they are being offered at $4.00 per case. New local vegetables, such as cauliflower, peas, turnips, beets, carrots and rhubarb can now be obtained.

VEGETABLES

Carrots, new, per lb.	....	0 06
Beets, new, per lb.	....	0 06
Turnips, new, per lb.	....	0 06
Head Lettuce (Cal.), per doz.	....	1 75
Leaf Lettuce, per doz.	....	0 65
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers (hothouse), per doz.	....	3 50
Cabbage (new), per lb.	....	0 07
Potatoes (new), per lb.	....	0 10
Onions (Cal. Bermuda sack), per sack	....	6 00
Peas, per lb.	....	0 15
Cauliflower, per doz.	....	4 00
Celery (B.C.), per lb.	....	0 14
Zalamazo Celery, per doz.	....	1 10
Rhubarb, per lb.	0 02	0 02½
Tomatoes, per case	....	4 00
Do., B.C. hothouse, per case	....	7 60

TRADE INQUIRIES

ADDRESS OF BON-AMI

Could you kindly tell us the address of the Bon-Ami Co.?

READER.

Answer—Bon-Ami Co., New York, N.Y.

* * *

DOES ANY READER KNOW?

Please give me the address of Koot Pack Manufactures (a device for holding preserving jars while contents are being cooked).

* * *

COLLECTION AGENCIES

I would be greatly obliged if you will recommend firms in Calgary collecting accounts.

* * *

ROME BRACCI,
Box 27, White River, Ont.

Answer—The Nagle Mercantile Agency (Laprairie), Montreal, Quebec, collects accounts for all of Canada.

* * *

CHEESE CUTTER

Will you kindly tell us where we could purchase a cheese cutter and case?

The Exploits Valley Royal Stores, Ltd.,
Grand Falls, Newfoundland.

Answer—You could purchase a cheese cutter and case from International Business Machines Ltd., Toronto, Ont.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 15.—Markets are quiet this week with business on the average. An advance in sugar is expected. Molasses has developed an easier tone. Gallon apples are now $5 per dozen. Eggs are slightly lower, now quoted at 50 cents per dozen. Creamery butter is firmer, now quoted at 57 to 60 cents per pound. Old potatoes are almost cleaned up. New potatoes are arriving very slowly and are selling at $4.50 per bushel. California grapefruit has advanced to $8 per case.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	5 25
Rolled oats	....	14 00
Rice, Siam, per 100 lbs.	....	15 60
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	21 10
No. 1 yellow,	....	20 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	....	0 50
Lard, pure, lb.	0 29½	0 30
Lard, compound	0 28	0 28½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 57	0 60
Do., dairy, per lb.	0 53	0 55
Do., tub	0 48	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	4 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., July 15.—The prevailing dullness in business is being experienced by all firms both wholesale and retail except the fruit and produce houses who report a steady demand for all produce both domestic and imported though this cannot be said to include vegetables, fer which the call is very slight; owing to this fact potatoes have dropped 50 cents per bag, bringing the price down from $6 to $5.50 per bag. Bananas range from 10 to 11 cents per pound according to size and quality. Ontario cheese has declined one cent. Eggs have taken a substantial increase of 5 cents on the dozen, bringing the price up from 48 to 53 cents per dozen. The shipyard strike which has been mentioned before as influencing the trade has not yet been brought to a satisfactory settlement.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	6 25
Rolled Oats, per bag	....	7 25
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	21 10
Do., No. 1, yellow	....	20 60
Cheese, Ont., twins	....	0 32
Eggs, fresh, doz.	....	0 53
Lard, compound	....	0 29
Lard, pure, lb.	....	0 31
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 34
Butter, creamery, per lb.	0 60	0 61
Do., dairy, per lb	....	0 52
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	5 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 15.—Siam rice is now quoted at $13 to $14. Japan rice is down 50 cents per hundred. Eggs are up 50 cents per case. Tomatoes are $4.60 to $5 per case. Manchurian shelled walnuts, ½s are 60 cents per pound and broken 50 cents. New pack B. C. strawberry jam in 4-pound cans are quoted at $18 per dozen. Wrapping paper and bags are higher. Roasted peanuts are 17½ to 19 cents per pound. Oats have declined $10 per ton, and barley $8. Singapore sliced pineapple is arriving and quoted at $16.50 per case. B. C. raspberries are $7.50, and strawberries $6.75 per crate.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	21 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	17 00	18 00
Eggs, new laid, local, case	....	15 00
Tomatoes, 2½s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 15.—Best eggs are quoted at 57 cents. Creamery butter at 62 cents per dozen. Beef steers are $23 to $27 per hundred. Lamb is 32 cents per pound. Mutton, 30 cents. Pork is 32½ cents per pound. Pure lard, 29¾ cents. Cabbages are 5 cents per pound. Cucumbers are $2 per dozen. Head lettuce is $1.50 per crate. Onions are $2.50 per sack. New potatoes are $6 per bushed, and old potatoes $180 per ton. Hothouse tomatoes 55 cents per pound. Cooking apples are $1.75 per box, and Winesaps $3.75 per box. Black currents are 22 cents per box, and red currents $3 per crate. Oranges are $8, and lemons $6 per case.

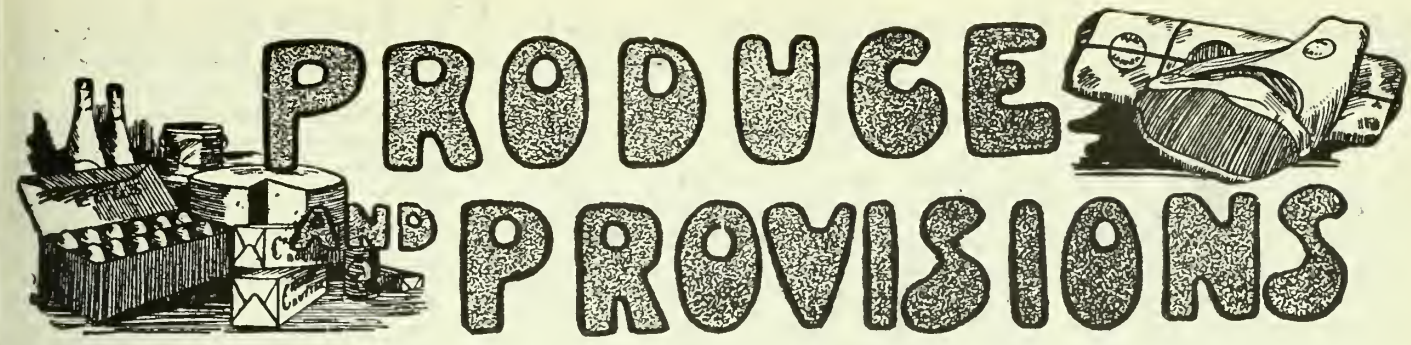
An Attractive Form of Advertising

An attractive form of local advertising is practised by an Ontario merchant. Some special features of policy are claimed for the store in good-sized display as follows:—

"The dominant note, purpose and ambition of this store cannot be repeated too often—SERVICE—the better we serve the bigger we grow. This one word tells the story, the purpose of which is:—

"To have a pleasant place where people may come in as often as they please and enjoy without feeling that they should purchase something.

"To provide complete assortments of trustworthy merchandise, and by greatly augmented sales offer the lowest possible prices."



Canadian Fisheries Make Giant Strides

Cured and Canned Fish Valued at $23,000,000 Last Year—Total Output Worth Approximately $60,000,000—Increase of Nearly 100 Per Cent. Since Pre War Days—Capital Over $40,000,000.

LAST year the output of the Canadian fish canning and curing establishments attained a value of $23,000,000, and the 1920 output is expected to be considerably greater, according to Gratton O'Leary, writing in the Canadian number of the "Manchester Guardian."

Continuing, he states that apart from fisheries, the number of canning establishments in Canada is "253, employing more than 5,000 persons, paying out annually in wages and salaries nearly $3,000,000 and representing a capital investment of $16,262,986. The canning industry as a whole, indeed, represents a branch of industrial activity in which the Dominion has made great strides forward in recent years."

Speaking of the fishing industry in general, he says that it "has made enormous strides in recent years. The marketable value of the 1918 catch—the figures for 1919 are not yet available—amounted to $60,000,000. This was an increase of more than $8,000,000 over the value for the preceding year, which in turn was considerably higher than that for any previously recorded year. To the total amount the sea fisheries contributed $51,000,000 and the inland fisheries $9,000,000. The growth of the industry, taking marketable value as an indication, may be readily seen from the following table:

1913-14,	$33,000,000	1916-17,	$39,000,00
1914-15,	31,000,000	1917-18,	52,000,000
1915-16,	35,000,000	1918-19,	60,000,000
		1919-20,*	58,000,000

* Estimated.

"Thus it will be seen that the marketable value of the total product has increased by nearly 100 per cent. since prewar days. Much of this increase of course, is accounted for by higher prices, but the volume of the catch is also considerably larger.

"The growth of the curing industry, as distinguished from the primary industry, is also making notable advance. Fish-canning, indeed, is one of the most important branches of the great canning industry of the Dominion, the methods of curing and canning being steadily developed and improved; the lobster canneries along the coasts of Nova Scotia, Prince Edward Island, New Brunswick and Quebec, and the salmon canneries of British Columbia being among the finest and most modern of their kind to be found anywhere in the world.

"The amount of capital invested in the industry is upwards of $40,000,000. On the Atlantic Coast alone there are 660 establishments canning lobsters, and 18 canning other fish, while on the Pacific Coast there are 93 canneries, making a total of 771. These canneries are under strict government supervision, the authorities keeping a close inspection of sanitary conditions, the cleanliness of employees, the condition of fish previous to canning, and the manner in which the product is handled.

Sells Peanut Butter in Place of Candy

J. S. Kyle, grocer, Oshawa, Ont., has a unique idea for selling peanut butter. Alongside the case containing candy he has arranged a table with a nice display of peanut butter, in glass and tin containers, also a large jar with bulk goods. "The kiddies," stated Mr. Kyle, "have now got the habit of buying peanut butter in preference to candy. Of course, we do not sell any less than ten cents' worth, so many of the kiddies have apparently the habit of asking their mothers for at least ten cents in place of the nickel they used to get."

T. C. Lewis, of Richmond, Ont., senior partner of Lewis Bros., has purchased his brother's share of the business, and in future the business will be known as T. C. Lewis.

CHEESE EXPORTS ON THE INCREASE

Exports of Cheese to United Kingdom Show Increase of 58,807 Boxes—Receipts at Montreal Show Decrease — Butter Receipts Also Decreased.

The exports of cheese from Montreal to the United Kingdom for week ending July 3, were 83,924 boxes, making the total shipments for the season to above date, 410,136 boxes, as compared with 351,329 boxes for the corresponding period in 1919, showing an increase of 58,807 boxes.

The receipts of butter for week ending July 3, at Montreal, were 19,619 packages, against 24,348 packages for the same week last year, making the total receipts for the season to above date, 120,192 packages as compared with 146,812 packages in 1919, showing a decrease of 26,620 packages.

The receipts of cheese for week ending July 3, at Montreal, were 78,463 boxes, against 87,477 boxes for the same week last year, making the total receipts for the season 407,675 boxes, as compared with 450,406 boxes for the corresponding period last year, showing a decrease of 42,731 boxes.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 16.—There is very little change in the produce market this week. There has been an advance of 1c a pound on the price of creamery butter. Fresh fish is a little dearer in those lines in greatest demand. The season for Gaspe salmon is pretty nearly over and quotations are higher. Lake and Brook Trout are scarce and Doree is almost unobtainable. Lard, shortening, and margarine remains unchanged with the usual demand. Fresh meats continue firm and unchanged. There is a big demand for cooked meats at the present time and the market is very strong. There is no change in the price of poultry and the market is rather quiet.

Fresh Meats Continue Strong

Montreal.

FRESH MEATS.—There is no change this week in the price of fresh meats. The market is very strong and prices quoted last week on live and dressed meat continue firm.

FRESH MEATS

Hogs, live (selects)	....	0 21	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	....	0 30½	
Fresh Pork—			
Legs of pork (foot on)	....	0 35	
Loins (trimmed)	....	0 42½	
Loins (untrimmed)	....	0 38	
Bone trimmings	....	0 30	
Trimmed shoulders	0 26½	0 32	
Untrimmed	....	0 28	
Pork Sausage (pure)	....	0 26	
Farmer Sausage	....	0 20	
Fresh Beef—			
(Cows)		(Steers)	
$0 23 $0 30	..Hind quarters..	$0 28	$0 34
0 14 0 18	..Front quarters..	0 14	0 18
.... 0 40	..... Loins	....	0 46
.... 0 28	..... Ribs	....	0 32
.... 0 18	.... Chucks	....	0 17
....	..... Hips	....	0 35
Calves (as to grade)		0 22	0 28
Spring lamb, carcass		....	0 32
Fresh sheep, carcass		0 22	0 30
Frozen lamb, carcass		....	0 32

Barrelled Meats Firm

Montreal.

BARRELLED MEATS. — Prices remain unchanged this week on barrelled meat. Demand is not large for local market, but there is considerable export.

BARRELLED MEATS

Barrel Pork— —		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Smoked Meats in Demand

Montreal.

SMOKED MEATS. — Demand for smoked meats continue good with the summer season. The prices are very firm, and in fact are strong at the present time.

BACON—		
Breakfast, best	0 49	0 59
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Cooked Meats in Big Demand

Montreal.

—COOKED MEATS.—There is a heavy demand for cooked meats during this hot weather. Prices remain firm and unchanged.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Eggs Are 54 Cents Dozen

Montreal.

EGGS.—There is no change in the price of eggs this week, fresh eggs are quoted at 54 cents a dozen and select at 60 cents per dozen.

Butter Advances One Cent

Montreal.

BUTTER.— There has been another advance this week in the price of butter amounting to 1 cent per pound. The demand for butter in the United States and the presence of American bidders on the local market has resulted in an advance in the price here to insure supplies for home market. The new price on butter is 61 cents in prints and 60 cents in boxes.

BUTTER—		
Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Lard Prices Steady

Montreal.

LARD.—No change is evident this week in the price of lard. Prints are quoted at 31 cents, tubs at 29¼ cents, and tierces at 29 cents.

LARD—		
Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Cheese Prices Unchanged

Montreal.

CHEESE.—Cheese market holds firm this week at 31 cents per pound for new cheese. There is a big demand for home and foreign markets. The price continues firm.

CHEESE—		
New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

No Change on Shortening

Montreal.

SHORTENING.—No change in the price of shortening is recorded this week. The demand is good and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

Margarine Demand Slow

Montreal.

MARGARINE.—During the summer months the demand for margarine has fallen off. Prices vary considerably according to quality and brand. There is no change in quotations this week.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Fresh Fish Higher

Montreal.

FISH.—The season for Gaspe salmon is pretty nearly over. Prices on this fish have advanced to 35 cents per pound. Lake trout is also dearer at 23 cents per pound. Doree has advanced to 24 cents per pound. Pacific salmon is arriving in good supply. Brook trout is practically off the market. There is a very good supply of fresh halibut on the market at the present time, but haddock is not plentiful. Apart from the change in the price of fresh fish this week there is very little of a change.

FRESH FISH

Haddock	....	0 08
Steak cod	.	0 10
Market cod	....	0 07
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 35
Halibut	....	0 26
Gaspereaux, each	....	0 04
Whitefish	....	0 18
Lake trout	....	0 23
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 15
Fresh Herrings, each	....	0 03
Doree	....	0 24
FROZEN FISH		
Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16

Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Poultry Market Quiet

Montreal.

POULTRY.—There is no change in the price of poultry market this week, the demand is light and the offerings on the market are not large.

(Selling Prices)

POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, July 16.—The produce and provision for the most part are ruling with a firm undertone. Live hogs are in short supply and the quality of the run is very indifferent. Quotations on pork and beef cuts are up one to two cents per pound. The demand for smoked hams and bacon is particularly heavy at this season with the result that a scarcity is noted with quotations one cent per pound higher. Barrel pork has advanced $1.00 to $2.00 per barrel. Cooked hams are up one cent per pound. Boiled shoulders have advanced 3 cents per pound. The butter market continues to rule firm under a heavy demand; quotations on creamery are up one cent. Dairy butter showing quality is scarce. The finer grades of eggs are becoming more difficult to procure and quotations on this grade are one cent per dozen higher. Cheese, margarine and lard are ruling steady. The shortening market is easy with quotations lower.

Fresh Meats in Stiff Market

Toronto.

FRESH MEATS.—There is a stiff market for all varieties of fresh meats. Quotations on pork and beef cuts are up one to two cents per pound. Live hogs are in short supply and the quality of the run has been very indifferent.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live off cars, per cwt.	....	20 25
Live, fed and watered, per cwt.	....	20 00
Live, f.o.b., per cwt.	....	19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 44
Fresh hams, lb.	.. .	0 41
Tenderloins, lb.	.. .	0 60
Spare ribs	....	0 16
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 31
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Hams and Bacon Advanced

Toronto.

PROVISIONS.—The provision market is very strong with a scarcity noted on all pork products due to the fact that hogs have been arriving in limited quantities and that the demand for smoked meats is heavy at this season. Hams are up one cent per pound. Bacon is also one to two cents per pound higher.

BARREL PORK.—Mess pork, short cut backs and pickled rolls heavy are up $1.00 per barrel. Light weight rolls are up $2.00 per barrel.

Hams—		
Medium	0 46	0 48
Large, 20 to 25 lbs. each, lb.	....	0 44
Heavy, 25 lbs. upwards, lb.	....	0 36
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 60	0 66
Rolled	....	0 68
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 40
Wiltshire, three-quarter cut	....	0 44
Wiltshire, middle	....	0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27½
Do., av. 80-90 lbs.	....	0 26½
Clear bellies, 15-30 lbs.	....	0 30
Fat backs, 10 to 12 lbs.	....	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	50 00
Short cut backs, bbl. 200 lbs.	....	57 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy	....	61 00
Lightweight	....	67 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Active

Toronto.

COOKED MEATS.—Cooked hams are up one cent per pound and the supply is rather limited. Boiled shoulders have advanced 3 cents per pound. Jellied calves tongue is quoted at 53 cents per pound which is one cent per pound higher. The fact that there is a brisk business for all cooked meats and with the scarcity of hogs, has had a tendency to make this market very strong with an undertone for further advances.

Boiled hams, lb.	0 64	0 6[illegible]
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 53
Ham bologna, lb.	....	0 20
Large bologna, lb.	....	0 18
Spice beef, lb.	....	0 30
Macaroni and cheese loaf, lb.	....	0 26

Above prices subject to daily fluctuations of the market.

Butter Quotations Higher

Toronto.

BUTTER.—This market continues to rule firm under a heavy demand. Quotations on creamery are one cent. higher. Dairy butter showing quality is scarce; the supply mostly arriving is of an inferior grade.

BUTTER—		
Creamery prints	0 60	0 61
Dairy prints, fresh, lb.	0 52	0 56

Select Eggs Are Scarce

Toronto.

EGGS.—The finer grades of eggs are becoming more difficult to procure. Dealers report a shortage of selects, with quotations to the trade one cent higher. Some dealers have brought in several cars of American eggs.

EGGS—		
Fresh, selects	....	0 59
Fresh	....	0 57
Fresh selects in cartons	....	0 60

Prices shown are subject to daily fluctuations of the market.

Cheese Market Steady

Toronto.

CHEESE.—The cheese market is ruling steady. Some good old cheese is still to be had but the quantities are light. Quotations for old cheese are 33 to 34 cents per pound, and new, 31 to 32 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 31	0 32
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Easy Market for Shortening

Toronto.

SHORTENING.—There is an easy market for shortening. Quotations are down one half cent per pound. Flake white is quoted at 25¾ in 60 pound tubs and 26 cents in 20 pound pails.

SHORTENING—		
1-lb. prints	0 28	0 29½
Tierces, 400 lbs.	0 26	0 26½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Lard Market Unchanged

Toronto.

LARD.—The lard market remains steady to firm. Quotations are unchanged.

Tierces, 400 lbs.	0 28	0 29

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Margarine in Quiet Demand

Toronto.

MARGARINE.—There is no change

in the market for margarine. The demand is quiet.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fresh Halibut in Demand

Toronto.

FISH.—The fish market is steady under a fair demand. Fresh halibut is a ready seller at 18 to 24 cents per pound. Quotations are unchanged.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 11
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	..
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Mackerel	0 12	0 13
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	....	0 08½
Pike, round	....	0 0[illegible]
Do., headless and dressed	....	0 0[illegible]
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Spring Chickens Are Lower

Toronto.

POULTRY.—Poultry receipts are light and quotations are generally steady. Spring chickens are down 10 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 30	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 40	0 50

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 60
Ducklings	0 40

Egg Supplies Light

Winnipeg.

EGGS.—This week has found the egg market to be quite firm. Supplies are lighter, fresh eggs being quoted at 50 to 52 cents per dozen. Candled eggs are around 47 cents per dozen.

Shortening Declines

Winnipeg.

SHORTENING.—Shortening declined half cent per pound this week, due to the easiness on the cotton seed oil market in the Southern States. Pure lard remains firm:

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 29
Do., wooden pails, 20-lb. pails.	6 30
Shortening, wooden pails, 20-lb. pail, per pail	6 05
Do., tierces of 400 lbs., per lb.	0 26½

Fish Arriving Freely

Winnipeg.

FISH.—Fresh fish is arriving freely and a good demand is noted. Prices remain practically the same.

FRESH FISH	
Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 17
Fresh Trout	0 22

WINNIPEG MARKETS

WINNIPEG, July 16.—The Produce and Provision Market remains steady with very few changes in price and the demand is exceptionally good. Hogs remain steady. Cooked meats are ruling firm and the demand is far greater than the supply. The butter market has stiffened considerably and advanced two cents a pound this week while shortening took a decline of half a cent a pound due to the easiness of the cotton seed market in the Southern States. Cheese remains steady while the egg market is very firm and receipts light.

Meats Remain Unchanged

Winnipeg.

FRESH MEATS. — There has been practically no change in the fresh meat market this week. Hogs remain steady and receipts are light.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 31
Front quarters, lb.	0 16	0 20
Whole carcass, good grade, lb.	0 19	0 25
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 24
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacon are very steady, with a good demand. Prices remain unchanged.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Ruling Firm

Winnipeg.

COOKED MEATS.—All cooked meats are in active demand and the market remains unchanged.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 65½	0 67½
Do., roast, lb.	....	0 67½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Prices Advances

Winnipeg.

BUTTER.—Butter advanced 2 cents per pound this week. The market is very firm with upward tendencies. Dairy butter receipts are only fair.

Creamery, best table grade	....	0 61
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese Remains Steady

Winnipeg.

CHEESE. — The cheese market is steady and prices remain unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

WHY OF DIFFERENT GRADES OF CANNED PEAS

(Continued from page 29)

First. What do you want? In the trade, there are certain words which have come to be used to describe each grade.

No. 1. "Extra Fine Sifted Peas."

No. 2. "Sweet Wrinkle Peas."

No. 3. "Early June Peas."

No. 4. "Standard Peas."

You can very easily see from the label just what size you are buying. You will have to be the judge of what you want. There are plenty of peas to suit every taste and to fit every purse. Do not misunderstand the word "Quality." Peas may be considered fine quality and yet be No. 4 or Standards. If the peas are tender with clear liquor, they are called "fancy." You may prefer a standard while others will prefer No. 2 "Sweet Wrinkle" or No. 3 "Early June."

There are many peas that are not fancy. The peas may be a little firm or the liquor may not be quite clear. These are just as wholesome, just as clean, just as rich in food values, but they are not fancy enough for fancy or choice, so we label them Standards.

Bear in mind they are all clean and good to eat, all just as carefully handled. You know some people buy brown sugar because they cannot afford the granulated and they buy cheaper cuts of meat, because they cannot afford the best. That is why canners have the different brands to suit every taste and every family can afford a can of peas from one of these brands.

Your Customers will be glad to get

Our New Book—

"Saving Without Sacrificing"

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

We distribute them through the Retail Dealer as follows :—

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, "Saving Without Sacrificing," is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL - HAMILTON

Please send me a supply of your illustrated folders advertising "Saving Without Sacrificing," which I shall be pleased to distribute among my customers.

Name .....

Address .....

.....

Armour's QUALITY PRODUCTS

Butter and Cheese that Inspire Confidence

YOUR butter and cheese sales are among the larger items of your business, and the foundation on which rests, to a considerable extent, the reputation of your store.

You cannot be too careful in selecting a quality of the highest grade and in providing facilities to keep the products in the pink of condition, so that your sales will insure you satisfied customers.

One of the best features of Armour's butter and cheese is that they will uphold your reputation every time. You take no chances when you sell them.

They are thoroughly tested and standardized and made to measure up to the Armour Oval Label grade.

Armour supervision extends to the creameries and cheese factories where these are made. They never come from other than the best dairy districts and the most sanitary and scientifically equipped establishments.

The Armour system of refrigeration, including plant, cars and branch houses, protect these products at every stage from point of production to the dealer.

Just now the season of production is in full swing and we can supply you with *Cloverbloom* Butter and *Veribest* Cheese fresh from the country.

Every package of *Cloverbloom* is guaranteed to have the sweet, clean taste and rich flavor which are found only in butter at its best.

Our fresh stock of *Veribest* Cheese will appeal to your many customers who like a "mild flavor." It is full cream Canadian, with rich body and delicate flavor.

You will find equal satisfaction in supplying your patronage with *Veribest* Eggs, which are selected both for size and quality, and *Veribest* milk-fed poultry.

Consider the Armour facilities for gathering and distributing these products, and you will realize how we can guarantee them to be the best on the market.

They not only will bring you a good volume of business, but will please your customers in such a way as to establish an expanding trade.

ARMOUR AND COMPANY

HAMILTON ONTARIO

Branch Hou es at:

TORONTO, ONT. MONTREAL, QUE. SYDNEY, N.S.

A Profitable Summer Food

Say "Brunswick Brand" to your customers and show them our Sea Food Products when they are choosing a satisfying and prepared food for Summer Outings.

Carefully selected, freshly caught fish from the clear ocean waters. Their flavor invites repeat orders.

A glimpse of our assortment.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce.

Order to-day from your jobber direct.

Connors Bros., Ltd.

Black's Harbor, N.B.

Winnipeg Representative :
Chas. Duncan & Son, Winnipeg, Man.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57 57

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

SCOTCH SNACK IDEA No. 7

Hotels, Restaurants, Clubs

are all good customers for Scotch Snack. See the chefs of these institutions. You're sure to sell them. Most places of this kind will buy one or two cases. Make sure your stock is complete. Order from your wholesaler.

Watch for Next Week's Advertisement

ARGYLL BUTE, "Reg."

MONTREAL, QUE.

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

COOKED H·A BRAND MEATS

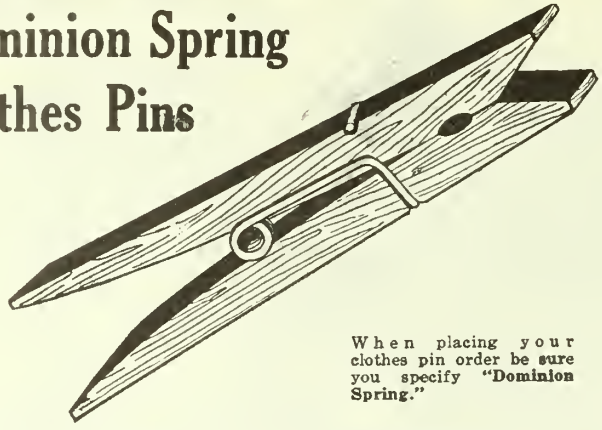
Excellent for Summer Outings

Saves time from cooking over hot stoves—a great relief during the warm weather. Recommend H. A. Brand meats to your customers preparing for any picnics, motor trips, etc. Your highest recommendations will be proven after customers use H. A. Brand meats as they are guaranteed wholesome.

A complete stock well displayed will be a reminder for those desiring an appetizing luncheon. The last and most important fact for you is that they will be found profitable.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

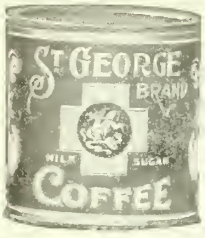
Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL



Convenient for Campers

MALCOLM MILK PRODUCTS may be recommended to tourists and campers as a convenient and serviceable food for warm weather—takes the place of bottled milk which is hard to keep.

Display for bigger sales.

The Malcolm Condensing Co., Limited,
St. George, Ontario

Furnivall's FINE FRUIT PURE JAM

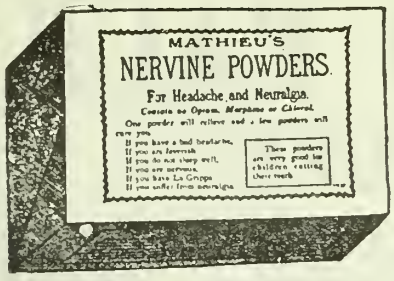
A Grocer's Necessity

When your customer's lists of requirements are looked over, be sure they contain jam—if not, suggest FURNIVALL'S Fine Fruit Pure JAM. Of course, be satisfied that your stock is complete to fulfil the necessary orders.

On every jar the word "pure" is a guarantee that Furnivall's jams and marmalades are just as represented—they are made under Government supervision. The quality goes in the jar before the label goes on.

FURNIVALL-NEW
Limited
Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co., Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Saskatchewan: Gilbert Stroyan, Saskatoon, Sask.



Your Customers' Choice for Relieving Headaches, Etc.

You will find this a very profitable line to handle. Composed of efficient properties and highly recommended as a relief for headache, nervousness, fevers, neuralgia, etc.

A ready stock on hand and a prominent display on your counter will help your sale endeavors.

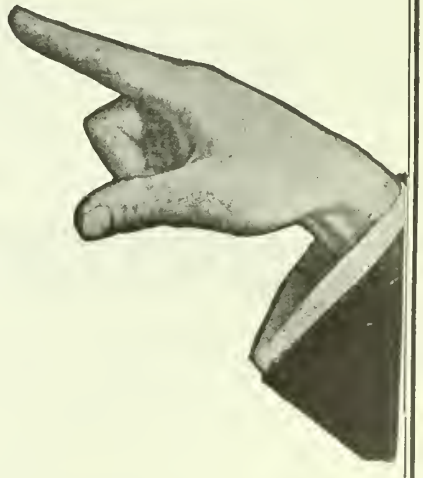
Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE QUEBEC

Consistent Sales



—are the best in selling campaigns. These are made, first, because of the good quality of the article sold. In BRODIE'S XXX Self-Raising Flour you will find every necessary quality for consistent selling.

Keep a good stock on hand and always suggest "Brodie's"—an excellent flour for making Pancakes, Muffins, Biscuits, etc.

Order from your wholesaler or jobber.

Brodie & Harvie, Limited

Bleury Street, Montreal

Ontario Representative: Chadwick & Co., Toronto *Quebec Representative:* Renaud & Cie, Incorporated, Quebec

UPTON'S 1920 PACK

Order your supply —to-day

PURE STRAWBERRY JAM

NOW READY

Fresh, ripe, luscious strawberries, the finest products of the great Niagara fruit belt. Packed as only Upton's can pack—with all the skill and knowledge of twenty-five years of superior jam making embodied in every jar. Order your supply to-day.

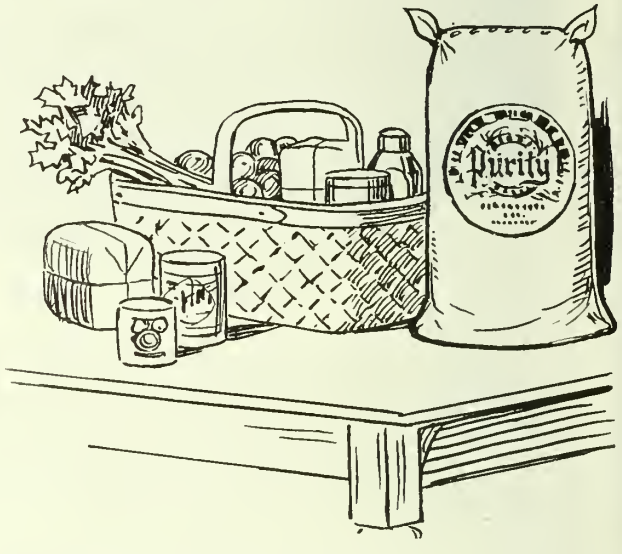
THE T. UPTON Company
LIMITED
HAMILTON, CANADA

Selling Agents:

S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N. S.
Schofield & Beer, St. John, N. B.

Flour Gets the Whole Order for Baking Day

More women would do more home baking if more grocers realized that a satisfactory flour makes more business for them. See all the groceries a woman gets out for baking day—goods you supply. Push the sale of flour.



PURITY FLOUR

once introduced becomes a permanent visitor on Baking Days. Purity Flour will get you a big order of baking day needs every week.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO

BRANCHES AT: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John

Shirriff's

MARMALADE
EXTRACTS
JELLY POWDERS

SHAKESPEARE said, "Give me a taste of your quality." Most purchasers make this same demand. A taste of Shirriff quality makes a life-long Shirriff customer.

Whether it be Marmalade, Extract or Jelly Powder, every Shirriff product bears the distinguishing marks of purity and quality. As a result, the Shirriff line sells quickly profitably and satisfactorily.

Imperial Extract Company

TORONTO, CANADA

Selling Agents for Canada:

HAROLD F. RITCHIE & CO., LIMITED, Toronto and Montreal

SOMETHING NEW!

PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED

HAMILTON, CANADA

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Master Mason

The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

CHICKEN HADDIES

(Lily Brand)

Mean More Money for the Dealer

The only natural substitute for meat is Fish—and of all the fish canned to-day Chicken Haddies are the most popular.

Great care is exercised in the packing of this zestful food. It is wrapped in a waxed parchment container, in a canning plant which is the perfection of cleanliness.

The new pack is ready for shipment now. They afford a good margin of profit and sell readily.

Packed at Canso, N. S., by the

MARITIME FISH CORPORATION
LIMITED

HEAD OFFICE

MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes.

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

AGENTS WANTED 9 Iberville St. Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F.,, 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40-lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
4 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15

Ludella

Here's a bang up tea. You who are not handling it would be surprised, we feel sure, if you will only look into the quality of our Ludella. The Blue label which sells at 60c. over the counter is a splendid all round tea and dealers who are selling it are getting a fine business and giving the people something which will bring them back to the store. For it is hardly possible to give them an article at 60c. which is equally as good as other lines which are selling at 70c. without putting a desire in their minds to come back for more.

Try it on.

	Cost	Sell
Ludella Blue label ½s & 1s	50	60

SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

New Apples

Delaware apples in Hampers are now arriving—Transparent Variety—Quality excellent.

California Bartlett Pears

Our first car of these delicious pears is due Monday. Followed by regular arrivals.

Also California Plums, Cantiloupe, Georgia Peaches—Tomatoes, Local Cherries, Raspberries, etc.

White & Co., Ltd. - Toronto

for FANCY FRUITS

CALIFORNIA FRUITS

Peaches Plums Apricots

Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph ***Established 1861*** **Ontario**

10-lb. tins, ½ doz. in case.. 6 85
20-lb. tins, ¼ doz. in case.... 7 60
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... $1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each $1.25

Doz.

White Cleaner (liquid).....$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb. $1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb..... 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs..... 1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 30
Forest and Str a, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs..... 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....$6 25
Perfection, ¼-lb. tins, doz.... 1 70
Perfection, ½-lb. tins, doz..... 3 25
Perfection, 10s size, doz..... 1 25
Perfection, 5-lb. tins, per lb.. 0 45
Empire Breakfast Cocoa, ½-lb jars, 1 and 2 doz. in box, doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box..... 2 00

SWEET CHOCOLATE

Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes 0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.... 0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Crown Chocolate, 28 cakes in box..... 1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... $0 49
Milk Medalli s, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Milk Croquettes, 5-lb. boxes. 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box..... 2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb..... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb..... 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz..... $6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz..... 3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz..... 6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz..... 3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz..... 4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box..... 2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross 1 15
20—1c Milk Chocolate Sticks, 60 boxes in case 0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box.. $0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box.. 0 95
Ginger Bars, 24 in box, 60 boxes in case, per box.... 0 95
Fruit Bars, 24 in box, 60 boxes in case, per box.... 0 95
Active Service Bars, 24 in box, 60 boxes in case, per box.. 0 95
Victory Bars, 24 in box, 60 boxes in case, per box.... 0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box. 0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box.. 1 00
Cream Bars, 24 in box, 50 boxes in case, per box 0 95
We pack an assorted case of 60 boxes of bars.
Maple Buds—
6c display boxes ....
6c pyramid packages, 4 doz. in box ....
6c glassine envelopes, per box 1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box 2 00

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.

Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes 4 35
Kellogg's Toasted Corn Flakes Ind. 2 00
Kellogg's Shredded Krumbles 4 35
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 2 25
Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.

14 Bleury St., Montrea .

XXX Self-Rising Flour, 6 lbs. packages, doz. $6 40
Do., 3 lbs. 3 24
Superb Self-Rising Flour, 6 lbs. 6 20
Do., 3 lbs. 3 15
Crescent Self-Raising Flour, 6 lbs. 6 30
Do., 3 lbs. 3 20
Perfection Rolled Oats (55 oz) 3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz... 1 60

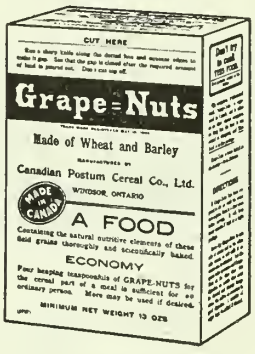
New Customers
are continually being created for

Grape-Nuts

and it is a trade that holds, and through repeating orders insures certain profit.

GRAPE-NUTS is not a fad food; it is a staple which customers insist upon having. The trade is well worth cultivating.

The sale of Grape-Nuts is guaranteed, and the profit is sure and good.



Canadian Postum Cereal Co., Ltd., Windsor, Ont.

Increase Your Business

Our advertising is creating a demand for Carnation Milk, and that demand must be supplied.

Your regular customers are learning about evaporated milk through our campaign, and they will come to you for it. New Customers will ask if you stock Carnation—if you are the Modern Milkman.

Your profits will greatly increase by joining in this campaign.

Tie your store to this campaign. Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS CO., LTD.
Aylmer, Ont.

Remember—your jobber can supply you

Carnation Milk

"From Contented Cows"

The label is red and white

ROSE'S LIME JUICE

Lime Juice is a splendid summer beverage. Its medicinal qualities make it a line your customers will buy if you display it on your counter.

Be sure you have plenty of **"Rose's"** for the Summer Season.

Holbrooks, Ltd.
Toronto and Vancouver

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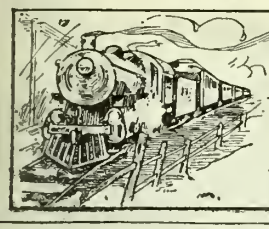


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made
Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver
G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

SHELLED WALNUTS GOOD BUYING AT PRESENT PRICES

Spot stocks of shelled walnuts are very large and as this is the quiet season for nuts, some importers are selling at prices below what they can be replaced at. When present stocks are reduced it has been intimated that prices would go up.

CALIFORNIA ALMOND CROP LIKELY TO BE SHORT

California nut growers report that the crop prospects for almonds this year will be very short due to severe frosts and lack of rainfall.

CATSUP THAT WILL KEEP
IS MADE FROM
PARKE'S CATSUP FLAVOR AND PRESERVER
A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.
NO ADDITIONAL SPICES REQUIRED
Retail price 25c per bottle
One bottle is enough for a bushel of tomatoes.
Wholesale Price $2.25 per Doz., $27.00 per Gross
PARKE & PARKE, LIMITED
McNab St. and Market Sq., HAMILTON, ONT.

REFINED SUGAR

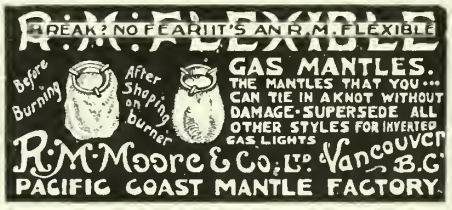
PROMPT SHIPMENT

Write for Prices

JOHN GARVEY & SONS
Wholesale Grocers
LONDON, ONT.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

If You Want
TOP MARKET PRICES
for your shipments of
DAIRY BUTTER
EGGS AND LIVE POULTRY
ship to
Crescent Creamery Co.
Limited
WINNIPEG — MANITOBA
Correct Weights — Daily Remittances

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — MALE OR FEMALE, EXPXERIenced clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — A PARTNER FOR A GENERAL store business. **A good live single man,** with about $1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — REPRESENTATIVE WHOLESALE jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

WANTED EXPERIENCED Traveller with connection by old established Packing House for ground between Toronto, Ottawa and Montreal, and the Ottawa Valley.. Apply to box 190, Grocer, Toronto.

WANTED—EXPERIENCED MANAGER FOR established wholesale grocery. Must be shrewd buyer and be well recommender. State salary. Box 194, Canadian Grocer, 153 University Ave., Toronto, Ont.

GENERAL STORE WANTED — WILL PAY $2,000 cash (if any balance can give best security), for a store, preferably in Ontario. Please give particulars. Box No. 188, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

FOR SALE

STOCK OF GENERAL MERCHANDISE FOR sale. Only store in good town, doing fine business. Will sell or rent buildings. Stock about $8,000. Fred L. Shepard, Warner, Alta.

FOR SALE—LIVE GROCERY BUSINESS IN city of 15,000. Big turnover. Good reasons for selling. Box 180, Canadian Grocer, 153 University Ave., Toronto, Ont.

GOOD OPPORTUNITY TO BUY A FIRST-class general store business, in good farming locality, sixteen miles from town, six from nearest village, three miles from railway station. Stock about $5,000, turnover about $15,000. Post and rural distributing office. Good orchard, also stable and dwelling. Good reasons for selling. Box 184, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GOOD COUNTRY BUSINESS. Stock, store, outbuildings and residence. Particulars apply to W. Geo. Gauley, Vars, Ont.

WHOLESALE GROCERY BUSINESS FOR sale in one of the best locations in the Maritime Provinces. Best of reasons for selling. Unless you mean business do not write. "Wholesaler," Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—EXCELLENT GROCERY STORE property in thriving farming centre in Middlesex County. For further particulars, write S. B. Arnold, Barrister, Chatham, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Character—

You judge a person's character largely by his outward appearance. Just so is the character of your store largely judged by the appearance it presents to the buying public. Cleanliness—one of the greatest assets of any store.

Imperial Floor Dressing helps you enhance the character of your store. It keeps your store and its merchandise clean—dust *cannot rise* from the floors when treated with *Imperial Floor Dressing*. One gallon covers a floor surface of 500 to 700 square feet, and one application will last for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oil cloth. It is non-gumming and non-evaporating. The only sanitary and satisfactory way to dress your floors.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

sold in gallon and four-gallon lithographed cans, half-barrels and barrels. Ask the Imperial Oil Salesman for prices and demonstration.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

CHARMS

The Original Fruit Tablet in Package form

The sale of CHARMS is increasing daily, so rapidly, that it is almost beyond belief. CHARMS are now recognized as the greatest success in the candy world. Need we say any more?

Dealers all over Canada have been cashing in on CHARMS. Are you among them?

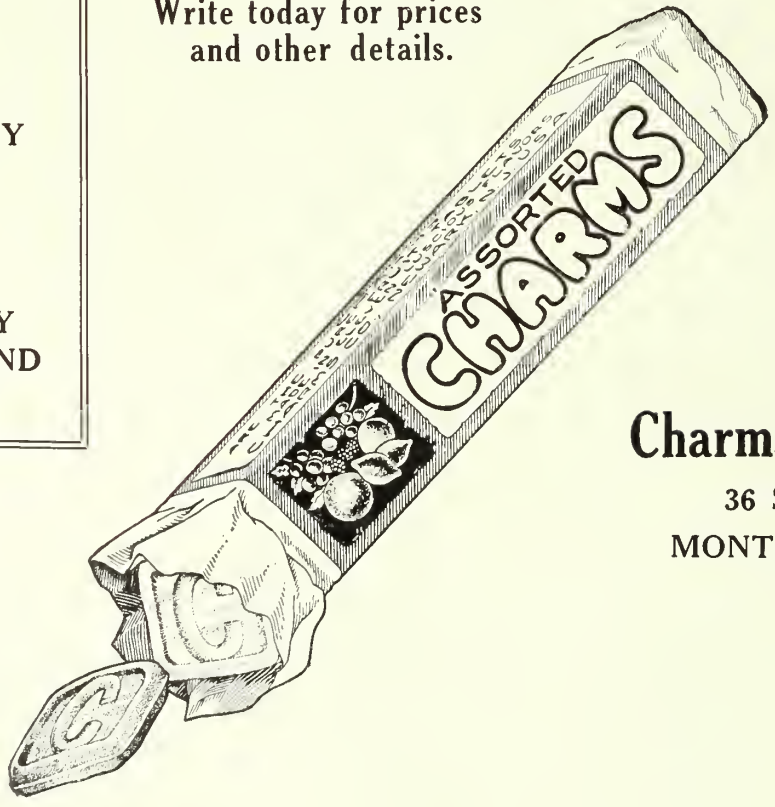
If not, you are robbing yourself of rapid sales, large profits and an opportunity to attract new customers.

Eleven Luscious Flavors

LEMON
LIME
ORANGE
RASPBERRY
BUTTER
CLOVE
PEACH
GRAPE
W. CHERRY
HOREHOUND
ASSORTED

Don't waste a minute!

Write today for prices and other details.



Made By

Charms Company Ltd.,

36 St. Paul St. East
MONTREAL CANADA

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JULY 23, 1920 No. 30

Introducing—

the dandy new drink

with the different flavor

BUBBLES

MADE IN CANADA PATENT APPLIED FOR

HERE'S a delightful new drink that will bring your customers back for more and more and more. It is an appetizing, refreshing, wholesome beverage with a flavor that wins everybody's instant and enthusiastic approval.

Our beverages are made from formulae that won the prize medals in London, England. Only one man knows these formulae—and that man is a member of this company.

"Bubbles" is absolutely pure. It is a healthful thirst-quencher for young and old. "Bubbles" can be purchased in bottles and in syrup for the fountain.

Other York Beverages it will pay you to stock

GINGER ALE (Belfast)	YOR-KOLO
GINGER ALE (Dry)	LEMON SOUR
GINGER BEER	YORK SODA
CREAM SODA	LEMONADE
SARSPARILLA	ORANGEADE

We also manufacture fountain syrups in all flavors.

Our liberal trade prices leave you an excellent margin of profit, while the quality of the goods assures increasing sales from satisfied customers.

WRITE US FOR PRICE LIST

YORK BEVERAGES LIMITED 46 Colborne St., TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested.

The Part that Advertising Plays in the Introduction of Aladdin

When approached with a new product the modern dealers' first question is—"What advertising will it get?"

It's a proper question; it shows keen business insight, for the future sales possibilities of the article, depend largely on the answer to that question.

When Aladdin Dye Soap entered the Canadian market there were already a considerable number of household dye products being more or less used by Canadian women.

The Distributors of Aladdin Dye Soap knew they had an article of exceptional merit, and they were determined that the winning of the public's confidence should not be left to time. Consequently the advertising plans for Aladdin were laid with exceptional care and study.

Result—demand for Aladdin has been created on a scale even larger than hoped for. Dealers are supplied with a revolving display stand to link up their store with the advertising campaign and as one dealer puts it, "It's like so much found money."

That the advertising carries the right appeal to women is shown by their instant response; and the merits of Aladdin have been proven by the number of women who return for more. This is where the display stand plays its part—the customer turns this stand till she locates the desired colors, the sale is made and the dealer gets the money without time or effort on his part. Order Aladdin from your Jobber.

The revolving display is free with an order of 1½ gross—comes in 18 beautiful colors, sells at 15c cake.

CHANNELL CHEMICAL COMPANY, Limited

Makers of O-Cedar Products

Distributors **TORONTO**

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Borden's—the safe milk for Summer needs

Borden's Milk is the safest and most economical milk for picnickers, campers, summer-cottagers and for general household use. It absolutely eliminates the sour milk problem with its accompanying waste and a dozen or so cans on hand will afford a constant supply of fresh, sweet, palatable creamy milk that is absolutely safe because it is absolutely pure.

Why not sell Borden's Milk by the dozen tins, assorted sizes? It's just as easy if you suggest it.

The Borden Co., Limited

Montreal

Borden's

Eagle Brand
St. Charles
Evaporated Milk
Reindeer
Condensed Coffee
Condensed Cocoa
Malted Milk

Borden's

Canada's National Milk

CLARK'S CORNED BEEF

You will find, Mr. Grocer, to be an excellent summer seller. Handy sized cans containing the very finest of Beef cured and cooked "just right."

Canadian Boiled Dinner

is also very popular. Prime quality beef, combined with a variety of carefully selected vegetables and gravy. The whole is deliciously cooked and makes a tasty, satisfying, complete meal.

Made in Canada By Canadians

W. CLARK LIMITED, MONTREAL

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

FLAKE ALBUMEN
SPRAY ALBUMEN
SPRAY YOLK
WHOLE EGG POWDER

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

Do You Sell Mellow

"MELLOW" TRADE MARK FOOD PRODUCTS

Looms Large
in the Housewife's Estimation
for Lemon Pies

Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

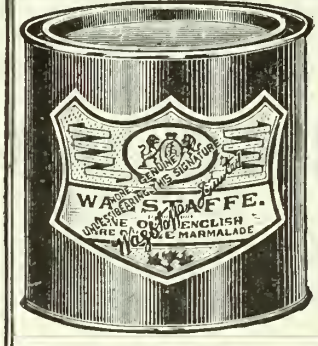
When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

TRAVELLERS' VACATION

But Your Orders Will Continue To Be Filled Promptly

FROM July 26th to August 9th are the days allotted to our travelling salesmen for vacation. During their absence, however, we have arranged for a continuation of our always Satisfactory Service.

PHONE, WIRE or WRITE to our nearest warehouse — they are situated at Toronto, Galt, and Peterborough.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS

TORONTO

PETERBOROUGH GALT

Silver Prunes

A mighty fine dried fruit, containing high percentage of sugar — an ideal fruit for summer.

Wherever placed, SILVER PRUNES have given great satisfaction.

A consignment car containing 3,000 boxes Silver Prunes has been shipped us by the California Prune and Apricot Growers.

Get in touch with your wholesaler now for your supply.

PRICES RIGHT

Two grades: Choice — Extra Choice.

SAINSBURY BROS.

Vancouver Winnipeg Montreal Toronto Halifax

ALSO AT

San Jose, Calif. Stockholm, Sweden London, Eng.

Representatives:

California Prune and Apricot Growers, Incorporated

Waddell's New Pack Strawberry Jam

Made from fine selected berries and pure cane sugar. Put up in attractive glass jars and in pails. New pack ready for delivery.

When a customer asks for Strawberry Jam, hand her **WADDELL'S**. You can safely stand back of every jar or tin.

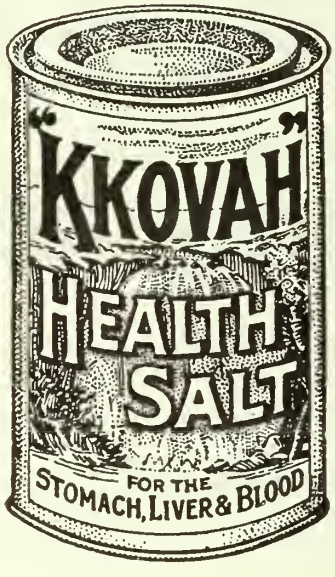
WADDELL'S LIMITED

BRANTFORD ONTARIO

Selling Agents:

Manitoba .....The McLay Brokerage Co.
Saskatchewan The Clark Brokerage Co., Regina
Edmonton....B. M. Henderson Brokerage Co.
Calgary .....Alberta Brokers
Fort William .....R. Black
Toronto .....J. K. McLauchlan

No More War Stamps on KKOVAH



The Government has ruled that "KKOVAH" Health Salt can, from now on, be sold without the affixing of the annoying war stamp. This is very welcome news to the entire trade. From now on just sell "KKOVAH" without any stamp whatever.

"KKOVAH" Products Available

We can now make prompt shipment of the following KKOVAH lines:

"KKOVAH" Health Salt
"KKOVAH" Egg Substitute
"KKOVAH" Custard
"KKOVAH" Chocolate Pie Filler

ORDER FROM YOUR JOBBER.

MACLURE & LANGLEY

MONTREAL TORONTO WINNIPEG

ALL TRAVELLERS ARE OFF THE ROAD

From July 26th to August 9th our travellers are on their Annual Vacation, but we have made arrangements whereby

Prompt Service

will be given.

Wire or Phone (Main 3803, 3804, 3805, 3806, 3807) at our expense. We will fill your orders promptly.

We ship same day as order is received.

Try us on a rush order

EBY-BLAIN, LIMITED

TORONTO - - CANADA

EUREKA

REFRIGERATORS

ECONOMY

The patented Eureka principle of cold, dry air circulation will keep your perishables fresh and firm for a longer period than the ordinary refrigerator, and its saving in ice makes it most economical.

Eureka refrigerators are made to last and their handsome finish and fine display features make them the best buy in the refrigerator world. We are specializing in grocers' refrigerators—there is a system for every need — so send for particulars now.

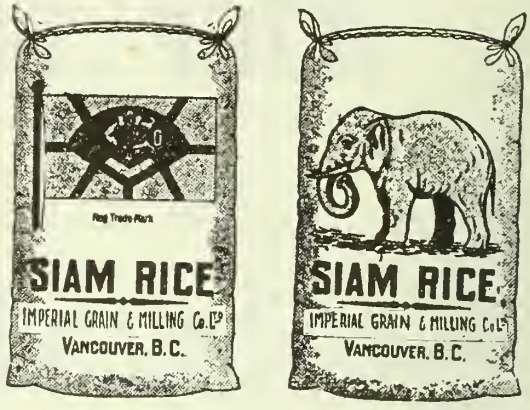
Eureka Refrigerator Co., Limited

Head Office, Owen Sound

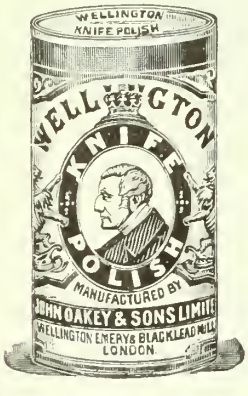
Branches: Toronto, Hamilton, Montreal

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 323 Garry Street Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

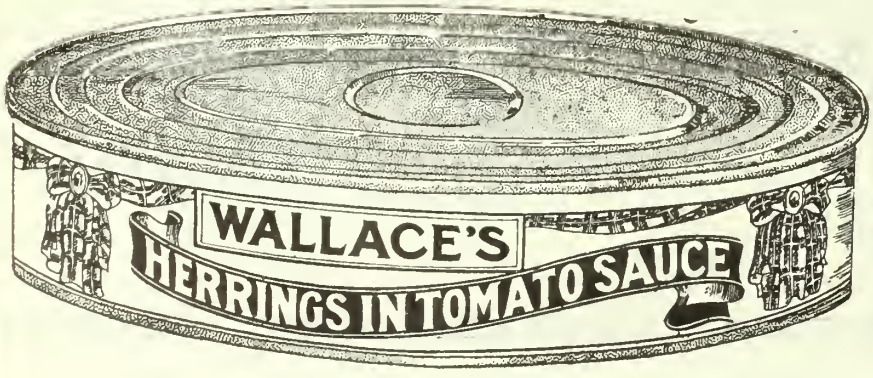
TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

It's Only a Matter of a Few Hours



from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

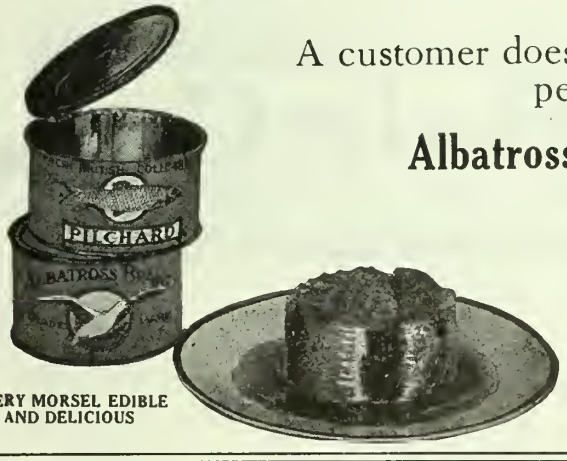
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Donaldson-Phillips Agencies
Limited
Selling Agents *Brokers*
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C

Calgary Storage & Cartage Co.,
Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

JOHN PRITTY, LIMITED
Merchandise Broker and Manfr's Agent
HEAD OFFICE, REGINA, SASK.
WE are well and favorably known to both the Wholesale and Retail trade of this Province and guarantee fullest results. We undertake not to handle any competitive line to yours, thereby assuring you our undivided attention to yours.
LET PRITTY REPRESENT YOU IN SASKATCHEWAN.



EVERY MORSEL EDIBLE AND DELICIOUS

A customer does not begrudge the money necessary to properly prepare food for her table.

Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
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Take advantage of our Service
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Winnipeg Regina
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We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

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A Superior Merchandising Organization

The House of Donald H. Bain Co. offers manufacturers and shippers exceptional facilities for marketing their products in the rich Western field. They include six large warehouses from Winnipeg to Vancouver each with a staff of salesmen who daily call on the wholesale trade, excellent financial stability and every essential detail necessary to obtain the maximum results.

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Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
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Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

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Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

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DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
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The Home of The Scott-Bathgate Co., Ltd.

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Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

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Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

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Winnipeg, Man.

Branches with Resident Sales Managers at

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Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

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DOG MEAT FIBRINE CAKES

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CHADWICK & COMPANY - COMMISSION BROKERS
34 DUKE ST. TORONTO
ONE GOOD LINE OF *FOOD PRODUCTS WANTED*
EXCELLENT MARKETING FACILITIES

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Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
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Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

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Established 1885
SUGARS FRUITS

BROOMS, BRUSHES
CANADA BEAVER BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

SATISFACTION and unusual wearing qualities are built into every Canada Beaver Brand Broom.
They are made by experts in the following grades—
Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—a specialty.

The Canada Broom & Brush Co.
Limited
Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.
Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

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that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

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Order from your Wholesaler

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The Gray Building, 24 and 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
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Importer--Exporter
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An opportunity to establish your products on the European market
Write or wire immediately.
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Importateurs & Exportateurs | Importers & Exporters
Pois et Feves | Peas and Beans
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WHOLESALE BROKER
Flour, Feeds and Cereals
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I am buyer of Peas and Beans of all kinds
Mail Samples and Prices

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For Food Products, Confectionery, etc.
For the Dominion. Best References.
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CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP.
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
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We are open to represent Manufacturers or Growers of Foodstuffs.
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General Produce & Lumbermen's Supplies
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business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection Al references. Write.
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Manufacturers Agent and Grocery Broker,
Sydney, N. S.

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Say you saw it in Canadian Grocer, it will identify you.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces, we are open to consider your proposition.
Best References
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St. John, N.B. 1-4 South Wharf

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RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

27--28c. lb.

PURE LARD

Open Kettle Rendered Quality

GUARANTEED NO. 1 STOCK

Schneider's Guaranteed Bacon

This bacon is delicious for breakfast and other meals—tasty and appetizing. Recommend it to your customers during their purchases.

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KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. *Satisfaction guaranteed on all mail orders*

H.A. COOKED MEATS

Your sales during the warm weather will *not* go down if you carry a line that has a ready call. Picnics and Motor Trips are popular and consequently there is always a demand for cooked meats. H. A. BRAND COOKED MEATS are all they are represented to be—wholesome and appetizing.

H·A BRAND

Remind your customers of this delicious summer food by keeping a complete stock on hand. We feel sure you will find profit in handling H. A. Brand products and customer satisfaction.

THE HARRIS ABATTOIR COMPANY, Limited

TORONTO, CANADA

Remember this—that you make your profit on quick-selling goods.

The longer a product stays on your shelves, the less money there is in it for you.

The reason DEL MONTE Products are such good profit-makers is because they keep moving off the shelves almost as fast as you take them in stock. Their well-known high quality and our extensive advertising assure you steady, easy sales and quick turn-overs.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
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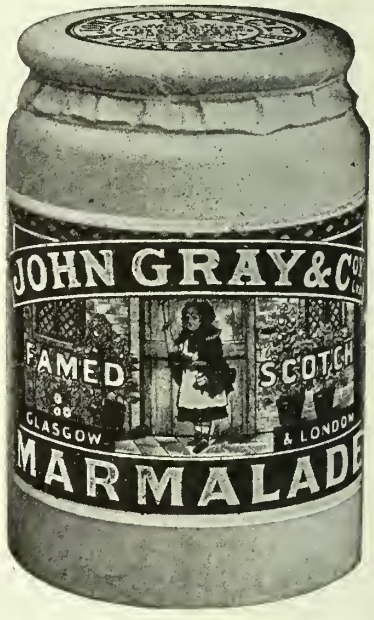

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

The Popular Demand

for

Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA"—Pleasure—in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

There's An Established "Quality Reputation" Behind White Swan Wheat Flakes

—a reputation that is today spelling big profitable sales for grocers handling this popular line.

White Swan Wheat Flakes are perfect, thin, appetizing flakes made from the very highest grade wheat in a way that brings out all the delicious flavor and all the body building nutriment of the wheat. Try a sample order and watch it repeat.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

Two Milestones on the Road to Breakfast---Which Road Will Your Customers Choose?

Two Minute Oat Food takes just *two minutes'* boiling to make the smoothest, finest flavored porridge *while ordinary oats take three-quarters of an hour or more, usually requiring to be soaked over night.* It's very evident which your customers will choose if they only knew about *Two Minute Oat Food.* So, Mr. Grocer, get busy—tell your customers about this "time and labor saving porridge oats." Keep it well displayed in your windows and on your counters, and you'll find *Two Minute Oat Food* will be one of your most profitable and leading sellers.

The Quaker Oats Company

Peterborough, Canada

A Strong Selling Point

Not every grocer who handles Red Rose Tea realizes the fact that it is a much stronger tea than other teas, and therefore more economical to the customer. Red Rose Tea being stronger goes farther and is therefore always superior in value because cheaper per cup. Tell your customer and you'll clinch the sale.

T. H. Estabrooks Company, Limited

ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON
ST. JOHN'S, Nfld., and PORTLAND, Maine

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada.

It is a very handy guide for traveling salesmen and copy will be sent to anyone connected with the grocery business without charge. Regular price 10 cents per copy.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto **Phone A. 5470**

Colman's Mustard

and

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Are THE Brands Wherever Mustard is Used

We are glad to be able to announce larger supplies coming along regularly. Therefore you can stock up more freely with

Colman's and Keen's

Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

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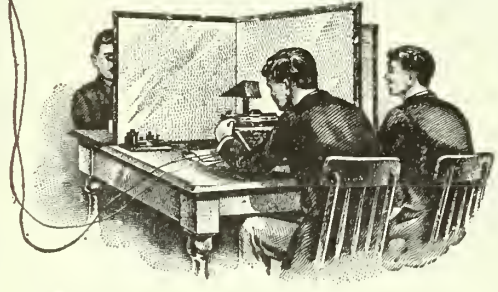

WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

We are pleased to announce to the trade that we have completed our organization in the Prairie Provinces of Western Canada by establishing our own branch offices; under capable and experienced managers, as follows:

REGINA, Saskatchewan—under management of Mr. J. C. Ryan.
SASKATOON, Saskatchewan—under management of Mr. Ross L. Forbes.
CALGARY, Alberta—under management of Mr. William H. Dingle.
EDMONTON, Alberta—under management of Mr. Harry M. Judge

NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, JULY 23, 1920 No. 30

Sharp Advance in Sugar Announced

Increase of $3 Per Cwt. is Not Due to a Shortage, But is the Outcome of the High Prices that Have Been Paid for Raws—One Refiner Believes that the New Price is Now the Peak.

ALL sugar refineries with the exception of the St. Lawrence Co. have advanced their sugars $3 per hundred, bringing the price of granulated up to $24.21 in Toronto. This is practically on a par with quotations in the United States.

Refineries are now working on high priced raws, and that is the reason given for this advance.

One refiner stated to Canadian Grocer, "We are all now working on high priced raws, and naturally the refined sugar must be advanced. In my opinion this advance will bring sugar to the peak prices and will probably remain there for some time. The raw sugar market has been declining, but even at to-day's cost of raws laid down in Montreal would justify a $3 advance. The raw sugar that is now being refined was purchased when prices were the highest on record."

The Raw Sugar Market

Willett & Gray, in their sugar bulletin dated July 15, has the following to say of the raw sugar market:

"The market, as we went to press last week, was under the influence of a demand for shipment to outports, and as this demand occurred when the offerings were light it necessarily resulted in a firmer market and advances were paid for shipment to such outports. Sales of Cubas were made at 17¾c c. & f. (18.81c) for Philadelphia. This generally improved tone naturally affected the situation in New York and prices here advanced ¼c per pound from those prevailing last Thursday. On Friday, the American bought 10,000 bags Porto Rico sugars at 18.56c, which was the sale that established quotations at the advance. The market has remained generally steady during the greater part of the week under review, and on Monday and Tuesday quite a heavy business was done, amounting close to 50,000 tons of sugar, which included Cubas for July shipment at 17½c c. & f., Porto Ricos at 18.56c, and full duty sugars at 17¼c. Included in this total of sales were some 10,000 tons of Java sugars, refining grades, for shipment from Japan during July and August, but as these sugars will not arrive until late September-October they were sold at a discount of ¾c a pound below the nearer deliveries. Another feature worth noting is that Java white sugars on the spot are now being sold to refiners on the test basis, these sugars having lost their premium as white sugars owing to the lack of demand by the trade. Sale this week of this class of sugars to refiners has been about 1,000 tons.

"The arrivals of raw sugars this week are quite heavy, the total being 102,110 tons, of which 13,963 tons came direct to the trade and the balance to refiners for melting. The afloats to the Atlantic ports from all countries are now 185,000 tons.

"As we go to press the tone of the market is decidedly easier, and it is more difficult to dispose of sugars at the above-mentioned quotations, refiners being contented to accept small-sized lots, but leaving the larger lots unplaced. The general quieting of the refined situation, and the disposition on the part of holders to resell raw sugars gives the market a generally easier tone, and which will probably result in somewhat lower prices.

"As we close sales are reported to the American of Porto Ricos and St. Croix at 18.31c, the equivalent of 17.25c c. & f. Cubas.

Cuba Exports Increase

"The feature of the Cuban market this week is the export figure—101,450 tons total. Of this amount, 63,588 tons are destined the U.S. Atlantic ports, while New Orleans is scheduled for 15,255 tons, Galveston 3,360 tons, and Savannah 3,635 tons, a total for the U. S. of 85,838 tons. This is notable after the large exports last week to the U. S. This week Canada, with 6,690 tons and Europe with 8,922 tons, made up the week's export total. The receipts at the Cuban shipping ports were 39,780 tons and the stock there is reduced to 478,650 tons. Since last week 3 centrals have closed, leaving 10 still in operation.

"The corrected production to the end of June is 3,243,510 tons against 3,331,070 tons last year. To July 10 the visible production is estimated at 3,301,407 tons against 3,405,209 tons to corresponding date last year. The balance of supply (on the basis of estimate of 3,650,000 tons for the present crop) works out as only 213,503 tons, or only slightly more than half what it was at this time last year—419,791 tons. There are 10 Centrals still at work against 16 last year, and the crop outturn continues to indicate a result nearer 3,900,000 tons than 3,650,000 tons. For the new crop the weather continues fair."

MAY NOW CHARGE 26 CENTS PLUS FREIGHT

Ottawa, (Special).—In an order issued by the Board of Commerce approval is given by the board to the action of sugar refineries fixing prices at 24 cents per pound. It is also provided that the sale of granulated sugar at a price higher than 26 cents per pound plus freight, if any, will be held by the board to have been made at a price which includes an unfair profit.

The order states that where sales in small quantities are demanded, and by reason of currency limitations it is impossible to make exact payment for sugar in exact conformity with the provisions of the order, then, if the demanded sale is of one pound and the price, in exact conformity with the order, is 26¼ cents or less, the sale, if made, shall be for 26 cents, but in such case the dealer may refuse to sell only one pound and may require purchase of four pounds, whereupon the price shall be $1.05 for four pounds.

..The same rule will prevail in regard to two-pound and three-pound sales.

Ontario Fruit Crops Promise a Record

Cherries Show the Biggest Yield in Years, but Raspberries Will Be Light, Peaches, Plums and Pears Will Likely Be Heavy, and Apples Will Be Better Than Usual.

THROUGH Ontario the fruit crop promises to be an abundant one, and with the exception of raspberries, the crops will be larger than they have been for several years. The strawberry crop, which is now practically over, was a bumper one of good quality. In the Niagara district the price to the growers averaged about 18 cents per box.

In Western Ontario raspberries are showing up better than was anticipated last month, but throughout the Niagara district the yield will not be more than 65 per cent. of full, while between Hamilton and Toronto red raspberries will not be more than a 25 per cent. crop. Blackberries are practically a failure in the Toronto to the Niagara Falls district.

Cherries a Heavy Crop

The cherry crop is now in full swing. In the Niagara district sweet cherries are a full crop. Richmonds are a trifle better than the average, and Montmorencies are an average crop. The total sour cherry yield, while not as heavy as it promised at one time, will be slightly heavier than in 1919.

Black and Red Currants Light

Earlier in the season it was thought that the black currant crop in the Niagara Peninsula would be up to the average, but now that picking has commenced the crop is turning out to be extremely light. This is also true of Western Ontario. In the Lake Erie district gooseberries, black and red currants are reported only 15 per cent. of a crop. On the whole red currants promise to be more plentiful than blacks.

Plums will be heavy throughout the Niagara Peninsula. Gages promise especially well. Japans are heavy with the exception of Abundance. Plums generally throughout Western Ontario promise a full crop.

Niagara Pears a Full Crop

Pears, especially Bartletts, will be light, although in the Niagara-on-the-Lake district Bartletts promise a full crop. Between Hamilton and Toronto Bartletts are a light crop. Clapp's Favorite and Keiffers will probably be an average crop. Throughout Western Ontario pears will be an average crop.

Peaches Look Promising

Throughout the Niagara district the peach crop is very promising. The expectation is that the crop will be the best they have had in the last four or five years. It is too early yet to give an estimate of the real value of the grape crop, but present indications promise a crop from 60 to 65 per cent. of average. Growers are looking forward to high prices on grapes in view of the fact that their expenses have been running exceedingly high this year.

Present indications are that Ontario and Quebec will have a crop of apples greater than for several years. Baldwins and Spys will probably be a 50 to 60 per cent. crop, but all other varieties promise to be a full crop.

Fruit Department Is Re-organized

Woman With Long Experience in Fruit Selling in Charge of New Department in Charles P. Macklaier's Store at Montreal

A new fruit department has been opened in the grocery store of Charles P. Macklaier, 211 St. James St. W., Montreal. This department is under the management of Miss Ker, who had for seventeen years been manager of John Mair's fruit store, 131 St. Peter Street, Montreal. This idea is practically new to the grocery business since Miss Ker runs this branch of the business herself. Miss Ker pays rental for the use of the front of the store. As explained to Canadian Grocer, it relieves the clerks of considerable bother in connection with the handling of the fruit, while Miss Ker and her staff turn all their efforts to specializing in fruit. As a result, the maximum results are expected. The windows are attractively dressed and handled by the fruit department. Miss Ker's wide experience in the fruit business will mean much towards developing and specializing in the fruit business in the downtown market.

GUELPH GROCERS' ANNUAL PICNIC

The Retail Grocers' Association of Guelph, Ont., will hold its third annual picnic on Wednesday, August 11th, to Puslinch Lake.

Shipping Sugar Across the Border

"But Not to the Detriment of Canadian Consumers," Says Wholesalers—Sugar is Now Arriving in Abundance and Only Surplus Supplies Are Being Sold in the United States.

SINCE the export restrictions on sugar have been lifted, wholesalers and some retailers have been taking advantage of the exchange rate existing between the United States and Canada, and are shipping sugar to the United States, thereby making a handsome profit of 13 per cent. over the five per cent. allowed wholesalers and two cents per pound to the retailers by the Board of Commerce.

Wholesalers state that this is not being done to the detriment of the Canadian consumers in view of the fact that there is very little demand for sugar at the present time and all orders from Canadian customers are given the precedence over any inquiry from the United States.

Sugar is now arriving in such large quantities that wholesalers are becoming overstocked and as it takes considerable capital to finance a few cars of sugar, wholesalers are of the opinion that they are quite justified in selling surplus stocks of sugar in the best market.

Keeping Close Scrutiny

According to a despatch from Ottawa the Board of Commerce is keeping close scrutiny on exports of sugar from Canada to the United States, and a statement is issued to the effect that steps are contemplated, which without drastic interference may be expected to reduce such transactions to the minimum.

"Conditions," the statement continues, "are certainly favorable to the export movement were there a superabundance of sugar in Canada. So far as a Canadian dealer in sugar is able to protect his home trade, leaving even a liberal margin for an increasing consumption, particularly in the dry Provinces, there can be small objection to his taking advantage of the higher prices and the higher exchange ruling south of the line. In the meantime, the removal of the embargo on sugar revised old contracts for exports made by Canadian dealers when sugar was half its present price, and when some Canadian buyers with visions of big profits in the United States had bought too heavily for the Canadian market alone. These buyers have been held to their contracts and recent sugar exports represent, therefore, in many cases heavy losses."

Investigate Bd. of Commerce Charges

Leader of the Opposition Asks That Murdock Charges Be Investigated, and Other Members Also Request Fuller Light on Recent Accusations—Request of Board for Monthly Reports is Assailed.

CANADIAN GROCER has published in previous issues the charges to the Government of James Murdock, the last member of the Board of Commerce to resign. It is interesting to note some of the viewpoints taken by various members of the Government as shown by Hansard when these charges were taken up at the last session of Parliament.—THE EDITOR.

MR. MACKENZIE KING (Leader of the Opposition), speaking on the matter, said:—

"Not for many years has there been levelled against any Government so strong an indictment as that which is contained in the letter of resignation of Mr. James Murdock from the Board of Commerce addressed on June 24th to my right hon. friend the Prime Minister. I would remind the House that these charges have not been made by any hon. member of the Opposition for any political purpose, but have been made against the Government by one of its own appointees who has been serving upon a board which the Government itself created, and who has had an opportunity to form an opinion in regard to the merits of the legislation and the method of its working the link of which could be open to no one except a member of the board.

"These are extremely serious charges, and are calculated to increase the unrest now prevailing in the country, due to the high cost of living and to a general belief that that high cost of living s to a large extent attributable to profiteering. It was this prevailing public opinion which led the Government in 1919 to enact the Board of Commerce Act and Combines and Fair Prices Act.

Fullest Inquiry Necessary

"The only way to allay public unrest is to allow and ensure the fullest inquiry into the charges which Mr. Murdock has made. In this connection let me say that it was my intention, had there been time to do so, to move in this House a resolution to this effect. I have it here written out as I had intended to move it:

"Whereas all the members of the Board of Commerce appointed to check profiteering and investigate the causes of the high cost of living have tendered their resignations; and whereas James Murdock, the last remaining member of the Board who resigned recently, has made grave charges against one of his colleagues and also against members of the Government; therefore, be it resolved that a special committee of this House be appointed with authority to examine witnesses and send for papers and documents and investigate said charges, together with all other matters relating to the administration of the said Board and report to Parliament.

"If such an inquiry is refused by the Government, the people will be justified in the belief that the charges made by Commissioner Murdock are true; that the Government is out of sympathy with its own legislation; that these Acts were passed merely to quiet the alarm caused by the Winnipeg strike and other popular demonstrations, and to make a pretence of controlling profiteers; that the Government have been secretly thwarting the operations of the board and minimizing the effectiveness of their own legislation; that the chairman was appointed and kept in office to protect the big interests in taking excessive profits; and that the Government protected the textile manufacturers in an investigation, the result of which would have startled and incensed the Canadian public."

Sir Robert Borden's Reply

RT. HON. SIR ROBERT BORDEN, replying to the leader of the Opposition, said:—

"I think the hon. gentlemen will agree that an announcement such as that which has just fallen from the lips of my hon. friend is about the most extraordinary that Parliament has ever listened to. My hon. friend thinks this is a matter of the gravest import, affecting the honor of Parliament and of the Government; more than that, affecting the interests of all the people of this country, touching the question of profiteering. And he does not purpose taking any steps in the matter because the Minister of Naval Affairs (Mr. Ballantyne) told him last evening that the House was going to prorogue to-day.

Murdock Charges Late

"As to the conduct of Judge Robson, if the Government of this country had maintained Judge Robson as chairman of the commission after he had tendered his resignation in view of what had taken place, my hon. friend might have had some shadow of ground upon which to rest his aspersion against the Government. But, as a matter of fact, as soon as the incident took place Judge Robson tendered his resignation and it was accepted, and I for one am unable to understand the logical connection between the resignation of Mr. Murdock in the latter part of June and the incident which took place some three or four months previously. If Mr. Murdock was to have taken any action by way of resignation on account of that incident, the time for him to have acted was then and not four months afterwards. At all events, the Government having appointed Judge Robson in good faith, believing, as we sincerely believed, that he possessed the character, the ability and the experience that would justify his appointment, have no reason whatever to apologize for our action, nor to incur the unworthy suggestion made by my hon. friend with respect to Judge Robson's appointment or to his resignation.

Charges Are Vague

"I do not know that there is very much else to be said about the charges submitted by Mr. Murdock, if you could call them charges considering their character; they are exceedingly vague; they speak of thwarting, they speak of suggestions of the Civil Service Commission, and they speak of these things in a somewhat airy way. I do not see on what the Government would proceed if it proposed to make any such investigation as my hon. friend has hinted at. But I will tell you this, that in so far as Mr. Murdock is concerned I believe him to be a perfectly sincere man and a man of a good deal of intelligence. I believe he does really think that the allegations which he has set forth in his letter are true. I think he is a gentleman of a certain temperament, one whose prejudices might be somewhat easily excited because his whole mind seems to be almost completely honeycombed with suspicion of the methods of other people with whom he has been associated."

Was the Board a Real Success?

MR. ANDREW McMASTER, (Brome), speaking to the debate, said:—

"The Prime Minister has just stated that Mr. Murdock, the gentleman who is responsible for these charges, is a man of high character, absolute sincerity and of very fair intelligence. It is true that he rather damned this gentleman's intelligence with faint praise, but after all it hardly lies in his mouth—nor in the mouth of his colleagues—to do so, because Mr. Murdock is a gentleman they appointed, to this position at a salary of

$8,000 a year, for the purpose of protecting the consuming public of Canada.

"Was the board a real success? What was the reason for the board's egregious failure? The board in different places bullied inoffensive bakers and made decisions about the right price for a piece of pie, but I do not know of any profiteer of real importance, any manufacturer who really reaped unjust profits from the crisis through which this country has been passing, who was punished by this board."

The Monthly Reports

MR. G. B. NICHOLSON:—"It was never thought that when the Board of Commerce was created it was to establish an inquisition going up and down this land probing amongst all kinds and classes of people and asking them to do things that were utterly impossible so far as business dealings were concerned. In this connection I want to refer to one document which was issued by the Board of Commerce; and here let me say that if the Civil Service Commission, upon whom aspersions have been cast in the letter of Mr. Murdock and by certain hon. members who have spoken here, were the means of preventing the Board of Commerce from getting the staff necessary to carry out this part of their plan, then I have a higher regard for the commission than I ever had before. I now hold in my hand a document which was placed in the hands of every retail grocer, of every conceivable character, from one end of the country to the other, coupled with the instructions that it must be filled out and filed with the Board of Commerce monthly upon pains and penalties that the Board of Commerce would inflict. I secured a copy of one of these documents from a lady who keeps a small grocery store in my own town. If the information demanded in that document were to be furnished that lady would have to secure an accountant in connection with her business. Every ounce of commodity that came into that store had to be accounted for: also where it came from, the price, the cost of carriage, to whom it was sold, the price obtained, the spread between the purchasing and the selling price, and all that sort of thing. In the particular place of business to which I refer this woman was doing a trade of perhaps $10 to $15 a day, and was doing it all herself. That is the kind of work the Board of Commerce set out to do instead of discharging the duty that was legitimately before it and which the committee that recommended its coming into existence had expected it would undertake to do."

New Crop Apricots Are Lower

California Prune and Apricot Association Name Prices on 1920 Crop of Apricots—Falling Off of Export Demand is a Factor that Causes Prices to Recede.

SAN JOSE, Cal.—(Special.) — The high cost of living slumped a few points when prices were named last week for the 1920 crop of dried apricots by the California Prune and Apricot Growers, Inc., the co-operative growers' organization, which claims to market 75 per cent. of the California prune and apricot crop.

The United States Department of Agriculture announce that the average price being paid farmers in the United States for food products has risen 20 per cent. since July, 1919. Prices named last week for dried apricots show only a slight increase on the fancy grades and are lower on the choice and standard grades than the prices made last year.

The New Prices

Prices named which are the ones to be paid to the growers for their fruit are:

Sunsweet Quality

Choice	24c	per lb.
Extra Choice	26c	" "
Fancy	28c	" "
Extra Fancy	30c	" "
Fancy Moorparks	30c	" "
Extra Fancy Moorparks	33c	" "

Growers' Quality

Choice	22½c	per lb.
Extra Choice	24½c	" "
Fancy	26½c	" "
Standard	18c	" "
Slab	20c	" "

The choice and standard grades are the ones which are handled by most retailers, and which are bought by the majority of consumers. It is interesting to note that on these grades prices for this year's fruit are from one to two cents lower than the opening prices named for the 1919 crop. Fancy and extra fancy stocks, which are usually only bought by an exclusive trade, show an average increase over last year's price of about four-fifths of a cent a pound, an almost negligible amount when compared with the large gains made by other food staples.

Buying for Export Falls Off

Collapse of the export speculation, which greatly influenced last year's prices has held the average price of 1920 crop dried apricots at last year's level, while other foods were skyrocketing, according to H. G. Coykendall, general manager of the California Prune and Apricot Growers, Inc.

The high mark set by last year's prices, according to Mr. Coykendall, was influenced by a tremendous demand on the part of export buyers who thought Europe would be in a position to purchase huge stores of American food products. Ruinous exchange rates and general social unrest throughout Europe caused these export buyers to throw back a large part of their purchases from the 1919 crop on to the domestic market. Last year's experience taught them to be wary of speculation for export, and in consequence practically no foreign demand has developed for this year's crop up to the present time.

Should Use More Yellow Sugar for Preserving

There is a big opportunity for grocers to make the best of the fruit season this year and at the same time make bigger sales of yellow sugar. Yellow sugar is more easily obtained than the granulated. Housewives seem to be prejudiced against using yellow sugar for preserving. Canadian Grocer has taken this matter up with different authorities, as to the use of this yellow sugar in preserving. It can be used for preserves quite as satisfactorily as the granulated sugar except that the color is not just what might be desired. The flavor is equally as good and in preserving the darker fruits, such as plums, strawberries, and black currants, the difference cannot be noticed. A bigger field is open for the grocer, if he takes this into consideration and advertises accordingly. This year there will be a certain difficulty in handling the fruit should the crop come up to expectations, on account of the shortage and high price of sugar. By a little timely advertising and suggestions, the grocer can help greatly the sales of the fruit by advising the use of yellow sugar. The sugar refiners claim that there is a sufficient supply of the soft sugar to meet the demands for preserving this year.

RETAIL FIRM MAKING JAM

MONTREAL. — Goodwin's Limited Grocery Department, Montreal, have opened during the last few weeks a jam factory in connection with their store. They are manufacturing strawberry, plum, fig and mixed fruit jam, besides marmalade. They are putting this up in jars and tins for their own store as well as for distribution among wholesalers. E. A. Dumbrell, who for eight years has been with the Wagstaffe Company of Hamilton, has come to Montreal to supervise the making of the jam. The factory is located on the top floor of the store.

Retail Clerks' Association Going Ahead Steadily Now in Sault Ste. Marie, Ont.; Merchants Are Co-operating Heartily

Members Meet Regularly For Social and Business Benefits—Strength of Organization Has Increased in Six Months From Thirteen to a Hundred and Fifty—Wednesday Half-holiday was One of First Coups Effected.

(Written Specially for Canadian Grocer by Secretary J. N. Rush, 23 Herrick Street, "Soo.")

THE merchants of Sault Ste. Marie, Ont., last year, 1919, started a movement with regard to the weekly half-holiday the year round except December, but unfortunately they fell down in their enterprise; therefore, the following year the Retail Clerks' Association was formed with the hearty co-operation of the merchants.

At the time the clerks started the movement the Trades and Labor Council tried to form a union and block out the association, of which the merchants were more highly in favor. They did not like the idea of a union, so they asked the clerks to form an association.

Formed For Three Reasons

The association was formed then for three reasons:

(1) The Wednesday half-holiday;

(2) The meeting of all clerks regularly for social and business benefits, and

(3) For sports during the different seasons of the year.

The association is managed by the following officers: President, J. W. Pybus; 1st vice-president, J. G. Stewart; treas., Alex. Murray, and sec., J. N. Rush. They are assisted by various committees, such as sports, literary, etc.

Our first meeting in January was not a very great success, but with every meeting the members have increased from the unlucky 13 to 150, which is a goodly percentage of retail clerks. We are, however, just starting, and next winter we hope to enlarge more strongly.

The reason the fair sex were taken in was because they, too, are entitled to the Wednesday half-holiday, and also to the getting-up of dances, etc., which the association puts on. We had one dance last winter which would have been a failure had it not been for the girls, as they did all the work, that is the making of sandwiches, etc.

At the First Meeting

Given here is a copy of the minutes of the first meeting on January 8, 1920:

"The president, J. W. Pybus, opened the meeting, briefly outlying the purpose of the Retail Clerks' Association to the members of the association and also to a number of retail merchants who were present.

"The president's remarks dealt largely with the weekly half-holiday question, to which the merchants present expressed their hearty approval.

"Several of the business men present were then asked to speak on the half-holiday, and all agreed that it was a good thing as they themselves enjoyed a half-holiday, and, therefore, would like to see it in vogue. All were in favor of giving it a boost and helping it along. Those expressing opinions were: J. H. Bryan, of Bryan's, Ltd.; J. Hussey, of Hussey-Ferrier; C. M. Green, of Nipissing Stores; E. L. Bedford, of E. L. Bedford & Co., and W. Langstaffe, of Langstaffe Bros.

All Merchants Closing

"The meeting was brought to a close with the merchants asking the clerks to circulate a petition for the merchants to sign re the half-holiday closing. On motion of J. G. Stewart, seconded by J. W. Pybus, the meeting was adjourned."

In ending, I might state that all the merchants are closing and think it is a mighty good thing for themselves and clerks.

We have also ball teams which at present are developing into shape. We play a game every Wednesday afternoon weather permitting.

Higher Prices on Corn Flakes Are Likely

One Manufacturer Has Withdrawn Prices—Another States that Raw Materials Have Doubled, and that Quotations Will Be Higher Within the Next Week or Ten Days.

THERE is every indication that corn flakes will reach higher levels within the next week or ten days. One manufacturer has withdrawn his prices from the market and will not guarantee shipments at any price. Orders will only be accepted by the firm on condition that goods are invoiced at the price prevailing on the day of shipment. It was intimated to Canadian Grocer that corn flakes will advance 65 cents per case, bringing the price up to $4.90 per case.

Another manufacturer stated that there was no doubt that the increased cost of raw material warrants an increase in the price of corn flakes. Practically everything used in the manufacture of corn flakes has advanced 50 per cent. since March first. Cartons are costing almost double. Cases are now costing 22 cents more than they did a few months ago. Labor and coal are also higher. American corn is now selling at record prices and as corn flakes can only be manufactured from this corn, it is natural that the products should also advance. We have been selling corn flakes at the bare manufacturing cost, but as to future prices we have no definite information to give out."

Taking as an indication of the existing conditions as stated by the manufacturers there is no doubt that the near future will see higher prices on corn flakes.

Canadian Grocer Saves Him Money

Listen to what W. E. Coates, retail grocer, of Brampton, Ontario, has to say about Canadian Grocer: "I always read the advertisements in Canadian Grocer. They keep me posted on new articles. Very often customers have asked for a certain article which I haven't got in stock, but I remember having read about it in Canadian Grocer. I am then able to talk about it intelligently. The market reports are also a great source of information. I follow these up very closely, and have often wondered how all this information was gathered together. Recently I noticed that a certain brand of milk—for which I have a big sale—had advanced 50 cents a case and I was able to pick up a few cases at the old price."

EXPORT RESTRICTIONS

The Editor, Canadian Grocer,
Toronto, Ont.

Dear Sir:

Will you kindly give me the source of your information concerning the cancelling of export restrictions on sugar, which appeared in the "Grocer" of July 9th, and dated Ottawa, July 7th?

The Customs Officers here seem to doubt the accuracy of this article.

Yours truly,
F. F. ADAMS.

Cardinal, Ont.
July 15.

Answer.—This information appeared in Canadian Grocer a week or more before the Customs officials were notified.

Improved Service in Spite of Advancing Costs

Paper Up 300%—Engravings, Wages, Mechanical Supplies, Etc., Have Made Big Jumps—Plans Laid for Further Development in Service to Subscribers.

DURING the past five or six years the retail trade has been faced with a long series of advances in costs, which meant many readjustments of selling prices to the consumer.

Newspapers, such as CANADIAN GROCER, have had similar difficulties to contend with. Merchants know how cost of paper has advanced. They are large buyers of wrapping paper and paper bags themselves. Our experience indicates that paper has increased in price at least 300% during the above-mentioned period. The general world-shortage in paper and the big demand on Canadian pulp and paper mills has been one of the big reasons for this advance. In some of the Western Canadian cities there has at times been a famine in paper, and in the United States many periodicals have had to conserve it against their will. One large national United States weekly, for instance, has not been sending any papers to Canada for the news stands for many weeeks, and has had to be content with supplying the regular subscribers. In fact they are not going after new subscribers in Canada.

ENGRAVINGS UP 200%

The making of engravings for illustration purposes has increased an average of 200% in cost. All mechanical supplies such as ink, presses, type metal, etc., have gone up similarly.

An increase of 108% has been made in wages in the mechanical department of the MacLean publications.

There has been an increase in rentals of about 100%.

On January 1, next, the postal rate on papers like CANADIAN GROCER will be increased 200% and in 1922 the increase will be 500% over what it is at present.

In view of these increases in costs, subscription price has been advanced to $4.00 (four dollars) per year.

During the past year CANADIAN GROCER has greatly increased its editorial service in spite of advancing costs. Market reports are now being received from practically all the large and important centres in Canada, many of them coming by wire. We have opened our own office in Vancouver in order to keep close to the trade and give our subscribers a better service. Our representatives are continually calling on merchants from one end of Canada to the other investigating their methods for conducting their businesses along aggressive lines. Plans in preparation include a still further development in editorial service in the future.

Studying the Handling of Fruit

Some Points the Average Grocer Cannot Afford to Overlook, No Matter What his Experience—A Fractional Analysis of Banana Shrinkage.

By HENRY JOHNSON, JR.

AN Eastern retailer writes me:—DEAR SIR:—We have a large market doing business of considerably over half a million a year. Our fruit and vegetable department is located in one of the most, if not the most, prominent locations in the store; but for some reason we have never been able to make this department pay. Any suggestions you can give us will be greatly appreciated.

Yours very truly,.....

I shall reserve any first-hand information I may have until I have quoted from some correspondence from a man who has made such a long, detailed study of fruit retailing that he is fully justified in saying, as he does, that he "has made a profession" of his business. Note that in the first letter he covers many things in general, while in the last he makes a detailed study of bananas. Let me say very earnestly that you cannot afford to miss a word of what he writes. Here is his first installment:

I have been keeping track of my turnover on citrus fruits since January 1st. Up to April 22 it showed 1995 boxes which averaged to be sold 2¾ days before they were paid for. I really think this is a poor showing compared with other years, for during January I was carrying a three weeks' stock of navels to ripen them during our snow blockade. I loaded up again before the railroad strike.

My best time was January 29-February 12. I cleaned up 215 boxes **six days ahead of payment.** That is about what should be done.

Bananas I turn in about seven days. Nuts, figs, dates are my slow ones.

I am going to keep this up. Still keeping my other dope and also making an exhaustive (or exhausting) analysis on bananas, showing the ripening shrink, average cost and stalk shringage.

Yours,.....

Shrinkage

His next letter comes along with this wonderfully exact analysis:

Here is my banana dope to date: 5868 bunches weighed green, 248,264 pounds; ripe, 233,642; shrink, 5.88 per cent. I did not weigh the stocks on all these, only on 4,720 bunches with green weight of 201,574 pounds, stalks weighed 12,554 pounds, or 6.22 per cent., making a total shrink of 12.10 per cent.

So much for that. Now for the explanations. These figures do not cover a continuous period of time, but were

HENRY JOHNSON, Jr.

taken in different periods of the year when I could spend the necessary time. They cover all varieties of bananas and all sizes, though the majority that we handle are Port Limon 8s. I ripen all my own fruit and the green weight is the actual weight when fruit is hung in the rooms. Ripe weight is when fruit is cut before going on the counter.

About six months ago I thought I would try to find out when the heaviest shrink occurred, so I divided lots in 25's. I found that fruit ripened and sold within six days shrunk about 3. 50 per cent., while the balance that would hang four to six days longer would shrink from 5 to 8 per cent. Here are a couple of examples:

Seventy five bunches hung March 17:
25 cut March 23 shrunk 3.61 per cent.
25 cut March 24 shrunk 6.06 per cent.
25 cut March 26 shrunk 8.53 per cent.
One hundred bunches hung March 31:
35 cut April 3 shrunk 2.42 per cent.
35 cut April 8 shrunk 6.71 per cent.
30 cut April 10 shrunk 8.52 per cent.

These shrinkages do not include stock weights which on my general average **would mean 6.22 per cent. more.**

I have not followed this end of it long enough to tell all about it. Different lots act different, and I am keeping track of the amount of heat used in ripening to see if that has any effect on the loss.

Where the Small Retailer Gets off—or Fails to!

The small retailer who buys a few bunches "ripe" would probably show a much heavier loss than my figures. I know of some wholesale dealers who add three pounds to the ripe weight when charging out bananas; others weigh and tag the fruit when it goes in green and sell on that weight. In either case the retailer gets stuck for a pound or so every time, in addition to my shrink.

When all is said and done, these are only averages. My work shows total shrink of from 8.35 to 16.45 per cent. inside of two months. The only thing I can say about it is that bananas lose weight all the time. The older they get the faster they lose. "Sell 'em quick!"

Sometime you might figure out how much money a retailer makes who buys a bunch of bananas for seven cents and sells the fruit for 10 cents a pound, which is what a lot of our up-to-date merchants are doing.

There is one point which you have not made about the handling of a fruit store department in any store which I think would help. That is, to get a man who will be interested in his work. If the management cannot get or make one of that kind, they had better quit, for I do not know of anything that will show lack of interest as quickly as the fruit counter.

We certainly had a hard season between strikes, blizzards and such like stuff. Fruit has been scarce and high but I managed to worry through over $16,000 gross for the first 3 months. Figured I was going to do something in April and May, when our "outlaw strike" came along. But I am not licked yet. Have got about 200 boxes tucked away which will keep me going for ten days anyway. Maybe something will happen when they are gone.

The Kind of Man to tie up With

When you stop to think that this is written by a man who works for a concern where business is done on about the scale of the inquirer whose letter opens this story, you may grasp the idea that he is the kind of man who would be valuable to any employer. Think of a man who will devote his entire time, voluntarily, to such study. Why, he's a find for any concern.

I am satisfied that one prime cause for failure to make money out of the fruit and vegetable department is that merchants do not dig into facts about it to KNOW where they are heading in. Let us take a little storekeeper whose place I visited last winter—located in Colorado. He had a very attractive, busy, inviting store. He was doing a good business and had made some money during the years he had been there. He had his oranges very well displayed, in four lots, with attractive odd prices marked on the various piles. I found

Continued on page 33

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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WILL PAY MORE FOR GOOD LABELS

A REPRESENTATIVE of Canadian Grocer was discussing with a Winnipeg merchant the other day his selling methods of various kinds of goods including jams. This merchant pointed out that he handled only two brands of jam. One of his important remarks was in connection with the labels which manufacturers put on their jars and pails. He stated that a great many manufacturers allowed their business to become a failure, or only part successful, simply because they did not use attractive labels.

"We can sell much more readily an article with an attractive label," this merchant stated, "than one with a poor looking label, or where the label has been discoloured. We would much prefer to pay 50c to a dollar a case more for the same goods, if the label, in our estimation is an attractive one."

This is a point which foodstuff manufacturers should give particular attention to in putting up their goods.

PAPER DEARNESS

IN view of the suggested further advance in wages and the very serious situation which must arise in that event, the British Weekly Newspaper and Periodical Proprietors' Association has issued a memorandum regarding the high cost of production in which it is pointed out that since 1914 proprietors have had to meet a continued succession of increases in cost of production and distribution, increases which, since the armistice, have been intensified. The conditions under which they are at present laboring include:

1.—High price of paper, blocks, contributions, and illustrations.

2.—Higher salaries and wages.

3.—Altered conditions as to working hours, overtime, holidays, and so forth.

4.—Higher railway and other transport rates.

Before the war newsprint (paper for newspapers) cost 2c per lb., whereas it is now 12½c per lb. and over; and there have already been eleven separate advances in printing charges, which have thereby been increased by 120 per cent. to 200 per cent.

For a 32-page weekly paper, with a circulation of 150,000, this means an increase in the cost of printing alone of between $25,000 and $30,000 per annum.

A publication using 20 tons of paper per week was spending in the purchase of paper before the war $830 per week—just under $50,000 per annum. The present cost of the supply for one week's issue for a paper of the same size of 12½c per lb. is $5,780, an advance of $4,850 per week, or $252,200 per annum.

Attempts have been made to cope with these increases by reducing the size of publications, raising the sale price, and by considerably increasing advertisement rates. These efforts have, however, been quite inadequate to meet the increased charges, and many of the publications are, in fact, now running at a substantial loss.

These conditions necessarily affect a very large number of smaller firms to a much greater extent than they do the big corporations, and it must be realized that in the aggregate these smaller firms employ far more labor than the larger concerns, so that when, as is inevitable if conditions do not improve, many of the smaller papers drop out as their reserves are exhausted, unemployment must ensue.

FROM now on then every grocer who can possibly do so should make his plans for getting away and enjoying a holiday, while at the same time he talks over business with others who are just as interested as he is himself in business activities and all that the words imply.

* * *

IT IS stated that in Montana somebody slipped through the Legislature a bill that requires every retailer to post in his place of business a list showing the cost and selling price of every article in his stock ! What were the grocers of Montana doing when this little "slipping" act was taking place? They should take a lesson from their brothers in Ontario.

More Co-operation Between Town and Country is Needed

Renfrew Mercury Believes that the Farmers' Co-operative Store with Its Proposed Fifty Million Dollar Turnover Jeopardizes the Livelihood of the Retail Merchants in the Smaller Towns.

(From the Renfrew Mercury)

THE important event of the week in South Renfrew was the visit of Mr. J. J. Morrison, the secretary of the United Farmers of Ontario. Mr. Morrison is a man of pleasant personality, a nice man to meet, and a thorough democrat. The "Mercury" has devoted a great deal of space to the U. F. O. picnics and particularly to Mr. Morrison, as we believe a great many of our readers are deeply interested in what he had to say.

Much that Mr. Morrison said was admirable, and the "Mercury" is in substantial agreement with a great many of his proposals and arguments looking towards a more democratic method of parliamentary representation. At the same time we feel that throughout the greater portion of his addresses Mr. Morrison made the mistake of assuming that every man's hand was against the farmer, and that therefore the farmer's hand should be against every man.

This is certainly not the case. As a matter of fact the working people of the towns and cities are feeling the pinch of conditions fully as much, if not more than the farmers to-day, and, while they may not feel like subscribing fully to the Farmers' platform, they are willing to go a good part of the way with any organization that will curtail the privileges of the big interests and make living conditions easier for them. But Mr. Morrison decries a People's Party, yet Hon. Mr. Drury, Hon. Mr. Smith, and other members of the Cabinet have openly advocated it.

We feel that in some instances if Mr. Morrison's arguments were followed out to their logical conclusion it would not be for the best interests of the country at large. Mr. Morrison deplores the depopulation of rural Ontario, and yet he must realize that hundreds of young men and women are drawn to Toronto every year by the large mail-order houses with their immense factories and warehouses employing thousands. Rather than discouraging this, is not the Farmers' Co-operative store, with its proposed fifty million dollar turnover, encouraging it at the expense of the smaller towns and villages? Is not the business of the province becoming centralized in Toronto? We are not pressing this point simply for the sake of argument, but because we feel that what is wanted is greater co-operation between the town and the country, and not a desire on the part of one to succeed at the expense of the other. In urging the farmers to send their money away to Toronto, Mr. Morrison is seriously interfering with the business and jeopardizing the livelihood of the retail merchants in the small towns that are a necessity and convenience to the farming community. If this movement to build up the city of Toronto is encouraged, eventually, although perhaps not immediately, towns like Renfrew will dwindle to mere villages or cross-roads, a condition which we feel no farmer is anxious to see brought about.

It is not desirable at this time to enter into a lengthy discussion of Mr. Morrison's addresses. At the same time we could not help feeling that they were very largely a class appeal, and not as broad as we had hoped they would be. We all realize that agriculture is the basic industry of the country and every man is glad to see it prosper, yet is any lasting good going to come to the country by setting up rural against urban communities, and sowing seeds of distrust of one another among the people. It is a mistake to take too seriously the jokes and jibes of the writers in the city press about the hayseeds and other things. They are often said in jest and carry no weight with the vast majority who know and appreciate the sterling worth of the tillers of the soil of this Dominion.

Mr. Morrison is an earnest, sincere speaker, a genuine good fellow, and as we said before, we are in substantial agreement with a great deal that he said, but we feel that what is wanted in this country is not a class movement of any kind, but a peaceful revolution of a united common people that will wrest from the privileged interests some of the unfair advantages which they enjoy, and give to us all a fair and square deal, and equal opportunities in this land that is full of promise and which we all love so well.

PRICES
HOW, THE SAM HILL DO YOU EXPECT ME TO MAKE IT COME DOWN IF YOU KEEP SCARING THE LIFE OUT OF IT?
CURTAILED OUTPUT
PUBLIC IMPATIENCE
PUBLIC
EVERYBODY'S AMBITION TO GET RICH WITHOUT WORK

"Keeping the Cost of Living High"

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

A new cannery and also a vinegar factory is being erected at Aylesford, N.S., and will be ready for business this season.

A small consignment of last year's potato crop was brought down the St. John River, to St. John, N. B., on Saturday last, and sold at nine cents a pound, which figures out at $14.85 per barrel, a record price.

The company elected all of its old officers, as follows: President, F. K. Bishop; vice-president, F. H. Johnson; secretary, K. L. Pineo; Board of Management, President Bishop, Vice-president Johnson, V. D. Leonard and Dr. P. M. Balcom.

L. R. Hollett, manager of the Moncton Co-operative, Ltd., has retired, and on the occasion of him severing his connection with the concern, he was presented by his associates with a beautiful quartered oak combination library table.

The annual meeting of the United Fruit Co. of Nova Scotia was held in Kentville, N.S., recently, and the reports of the president as well as of the Board of Management indicated that the past year of the company was the most successful they had ever had, the turnover being around three million dollars for the year.

ONTARIO

S. R. Allen, Dunnville, Ont., has disposed of his stock of groceries, and has moved to Welland, where he is engaging in business.

North Toronto merchants held their annual picnic at Exhibition Park on Wednesday last. A number of the merchants and families attended. A good program of sports and games was provided.

The early closing by-law for grocers in Lindsay, Ont., passed a few weeks ago, has been repealed. The petition for repeal was properly signed, and therefore was granted by the Council.

The Kennedy Carliner and Bag Co., Ltd., manufacturers of paper bags, linings and covering for grain cars, are opening a factory in Ingersoll, Ont. This firm recently purchased the Dundas Street plant of William Stone and Sons, Limited. It is expected that the new company will commence operations in a few days.

Plans are under way for the opening of another U.F.O. co-operative store in Toronto. Labor organizers have commenced their campaign among Toronto trade unionists to obtain 1,000 subscribers to assist in providing the capital necessary. In connection with the appeal it is pointed out that labor and farmers are co-operating politically, and it is only logical to extend the alliance commercially.

Robert Clifford was caught red-handed at Deschanes, near Ottawa, Ont., where he was attempting to rob the grocery store of S. Osgoode. He was sent up for trial.

J. G. Harris, secretary Maclure & Langley Co., Toronto, left the beginning of the week for a fortnight's pleasure and business trip to Winnipeg. He intended motoring to Sudbury, going by rail from there to the "Soo," boat to Port Arthur and train again to Winnipeg. Mrs. Harris accompanied him.

ANOTHER PROTEST AGAINST REPORTS

Resolved that the retail grocers of the City of Chatham, being busy men desirous of obeying every law of the country, beg respectfully to protest against being compelled to answer the monthly questionnaire issued by your board, because it is impossible with the time at our disposal—unless extra help is employed—to intelligently answer the questions asked. Profits in the grocery business are so small that the enforcement of this order will inevitably result in a higher cost to the consumer. The average grocer is already burdened by detail and to add to this burden without benefit to the public is an injustice which we most earnestly protest against.—Copy of resolution forwarded to Capt. White, chairman, Board of Commerce at Ottawa, by the Chatham Retail Merchants' Association.

E. W. Jeffress, of E. W. Jeffress & Company, Walkerville, Ont., was in Toronto on Monday on his way home to Walkerville after several weeks' business trip through Western Canada. He is looking forward to a fishing trip in a week or so. Early in September Mr. Jeffress contemplates a business trip to South America by way of the West Indian Islands.

The charges against four Sarnia grocers for infractions of the early closing by-law have been dismissed. Police Magistrate Gorman announced that irrespective of what constitutes the principle of business, stores may remain open after hours, but must not sell any article of groceries, meat or provisions. No evidence was presented as to what had been sold by these grocers.

Samuel L. McCabe, 70 years old, a pioneer merchant of Lotus, Ont., was held up and robbed, the sum of $45 having been taken from the till. Three well-dressed men were in the village in the afternoon of Friday last. One of the men, while purchasing some biscuits, happened to see the payment of money on a twine deal, and returned two hours later ostensibly for more biscuits. As Mr. McCabe handed out the change he found himself facing a revolver. At the words "Hands up," being deaf, he asked the stranger to repeat his words, but the answer was a revolver shot. A struggle ensued, but after three shots Mr. McCabe was driven into the rear of the store, while $45 was taken from the open till.

BUSINESS CHANGES

T. Jamieson, Islington, Ont., has commenced business.

Cecil Grant, Keswick, Ont., has been succeeded in business by T. F. Donnell.

A. T. Hadden, Mt. Dennis, Ont., has been succeeded by Louis Fortine.

Mrs. W. A. Campbell, Streetsville, Ont., has sold her grocery business to J. K. Duggan.

Arnold Booth, Toronto, has been succeeded by Seamon Morgan.

John T. Dowse, Toronto, has sold his grocery to R. E. Miller, of the same city.

CHRISTIE-BROWN MANAGER HAS PASSED AWAY

Death of Charles Norris at His Home in Toronto is Announced. Was Many Years With Christie-Brown

Charles Norris, for several years manager of the Montreal branch of the Christie-Brown Company, died yesterday at his home, 36 St. Clair Avenue, Toronto. Mr. Norris had been connected practically all his life with the Christie-Brown Company, first in Toronto and then in Montreal, where he had a responsible position with the company. On account of failing health he retired from the service of the firm a few years ago, and settled in Toronto. He was born in Millbrook, Ont., sixty years ago. Besides his wife, he is survived by two sons, J. Hilliard Norris, Montreal, and Charles, who recently returned from overseas, and is a student at the University of Toronto, and two daughters, Mrs. Cummer and Miss Edith, at home.

A CORRECTION

In the article on the Paquet store on page 33, of last week's issue, it is mentioned that the Paquet Company is in Montreal. This is an error and should have been Quebec City.

Hamilton Grocers' Annual Picnic at Wabasso Park

Large Crowd Attends Popular Outing of the Grocers of the Ambitious City—Program of Races and Pleasing Band Concert Features of the Affair.

HAMILTON, July 16.—The annual picnic of the Hamilton grocers was held here yesterday, and in spite of the downpour of rain in the early part of the day, proved a great success. For the past thirty years the weatherman has favored Hamilton grocers with the best of weather for their annual outing. With rain falling heavily in the morning, it was feared that the good luck had failed, but at noon the sun came out again, and people started to make their way to Wabasso Park.

The ferry service could just handle the crowd and no more. From noon on every trip saw the ship carrying as large a number of passengers as it could accommodate, and although thousands crossed over and spent the day at the park, not a single mishap marred the pleasure.

All that goes to make a picnic attractive was included in the program, and plenty of new features were supplied by the committee. The big crowd made itself thoroughly at home in Wabasso Park, and in a short time the merry-go-round, the roller coaster and other amusements were doing a tremendous business. Families came in full strength to the picnic, from the father and mother, laden down with lunch baskets, to the usual little troupe of children, anxious to join in the sports. Ice cream cone vendors and pop dispensers sold their wares as fast as they could hand them out as the sun began to shine and the picnickers' thirsts were aroused.

Races Are Popular

During the afternoon the sports occupied the greater part of the time and attention of nearly all the grocers. A course was roped off and races and contests for all ages from children to the inevitable fat ladies' race, were held, and the crowd was provided with plenty of thrills and amusement, especially when trouble overtook several of the contestants in the fat ladies' race and they were brought rather ungracefully to earth. One of the most popular events and most interesting, too, was the baby show. All kinds of babies, nearly all of them worthy of a prize, perplexed the judge, John Young, who was called upon to single out one chubby infant in each class as the very finest one of the lot.

Splendid Band Concert

The 13th Royal band was present during both afternoon and evening, and played through a long and pleasing program of selections. Dance music, marches, opera selections and classical music were included in the program, and the playing of the band, under Bandmaster D. Anderson, was one of the most attractive features of the picnic.

Many valuable prizes were donated by large companies both in this city and in Toronto, and were distributed to the winners in the races. The sports program did not conclude until dusk, when most of the picnickers thronged to the midway or to the dances held in the pavilion.

Those responsible for the success of the picnic were: Guss Ante, J. Main, M. R. Hill, Sam Hamilton, W. Smye, F. Smith, Ed. Hazel, H. J. Kenny, James Lawrie, Fred White, John Knox, J. Venator and John Young.

STUDYING THE HANDLING OF FRUIT

Continued from page 29

what he had paid for the various sizes and then analyzed what he was earning on them. Here are the figures for the four lots:

11 1-2 per cent.; 15 1-3 per cent; 6 3-4 per cent; 29 per cent. Consider that this man did his own buying, checking and pricing, and it must be apparent that he had no system for computing margins or setting prices. For on three lots he was operating below the dead-line and on the last he was 4 per cent. above normal margin. Meantime, selling his lemons at 39 cents the dozen, he was making 46 per cent. on them—thereby killing rapid turnover.

Have a Scientific System and Work it

This man's object was to make prices at odd figures to attract trade. But of what use to attract trade if you make no money on the trade? And again, the odd prices are just as readily attainable under a system of fixed percentage of margin as under any system of guess work.

As we talked, and I with my utmost tact suggested that he was 'way off on some figures and not exactly right on any of them, he brought out a price computer, one of the best and most readily workable, whereby the correct margin could be figured on sales automatically. He looked sheepish as he confessed that he did not use it and that he "supposed he ought to."

Question: What is the object in buying such conveniences if they are not to be used?

Lack of scientific exactness in making prices puts the gamble into business and robs more merchants of their profits than any other one thing. The right plan is to have an exact system and work it every time you price anything.

The inquiry of my Eastern correspondent reveals to my mind a merchant who had not analyzed his fruit business sufficiently. I found a bright man in the northwest last summer who was doing a fine business exclusively in fruits but making no progress. He was running behind at the rate of about $300 per month. Examination seemed to indicate that he was not getting an average high enough for the character of business he was doing. He put his figures up on many things, readjusted certain items lower because of their character, and began to make money from then onward.

The banana study I have described above is very valuable to anyone who will have the enterprise and courage to follow it out. It is in line with the latest science which teaches us not to average where we can know exactly. It will not do to say that fruits must pay us 25 or 30 per cent. on the average and then try to get about that all the way through. Such system will cause us to lose out.

We must know that certain things—spinach, for example—is very perishable and must be figured very wide at certain seasons. The same holds with sweet potatoes, lettuce and celery. Bananas we have some accurate knowledge of from the figures above.

Know Where You are Going and Play Safe

To put too wide a margin on goods, just because you think they are perishable, is to lay yourself open to slow sales and competition which will get your business. To study each item and know exactly what it must bear by way of expense, shrinkage and profit is to price your goods correctly and be immune to careless, unscientific competition.

You can see that the man I have quoted is not a piker. He runs one of the biggest, most successful fruit departments in the country. He is a good man to pattern after. He is the kind of man anyone can afford to imitate, because of his already assured success.

No department will repay scientific study so well as the fruit department; but it cannot be run successfully by anyone too lazy, too indolent, to devote to it the necessary grey matter and hard, old-fashioned work.

BIG SALE OF BERRIES TO AMERICAN FIRM

Vancouver.—A sale comprising 500 tons of strawberries and raspberries has been completed by the Fruit and Mercantile Exchange of Hatzic, B.C., with the National Canning Company, of Seattle. This is reported to be the largest single sale of berries that has been put through on the Canadian side. At the present time, it is understood, the berries will be taken to Sumas, Wash., and processed, then shipped to Bellingham.

BRANCH AT KITCHENER

BRANCH AT BELLEVILLE

HEAD OFFICE

TORONTO

The Cleanest Grocery Warehouses in Canada

BRANCH AT SARNIA

BRANCH AT ORILLIA

Our Travelling Salesmen are Holidaying—

from July 26th to August 9th. However, our completed plans enable us to continue our good service for the benefit of all customers.

The illustrations on the opposite page are those of our various offices and warehouses —located so as to serve you promptly and efficiently.

Our facilities for satisfactory service are unsurpassed. You save in time, in breakages and in freight charges.

WRITE, PHONE or WIRE at our own expense for your requirements.

John Sloan & Co., Limited

WHOLESALE GROCERS

TORONTO

KITCHENER BELLEVILLE SARNIA ORILLIA

NEWS FROM WESTERN CANADA

Western

A. Bjarnason, Selkirk, Man., has opened a new general store there.

John P. McKelvie, Brandon, Man., has sold his store to John Ronald, of the same city.

Wednesday, July 21st, all the Wholesale and Retail Butchers and Grocers held their annual outing to Grand Beach.

C. W. Law, of the Swift Canadian Co., Winnipeg, has just returned after spending his vacation at Sandy Lake.

Richardson, Green, Ltd., have moved their office from the McIntyre Block to larger premises, and are now located at 246 Princess Street, Winnipeg.

Jack Lowrie, who represents W. L. MacKenzie Co., in Northern Saskatchewan, is spending his vacation in Winnipeg.

J. A. Taylor, special representative of Lea & Perrins, is on an extended business trip to their Canadian representatives, H. P. Pennock & Co., Ltd., Winnipeg.

The sixth annual picnic of the Royal Crown Soap employees took place at Winnipeg Beach on Saturday, July 17th. An excellent program of sports was enjoyed by several hundred people.

W. A. McKay, of the Gold Standard Mfg. Co., arrived back in Winnipeg after spending a delightful vacation at the coast. Mr. McKay spent part of his time at Portland, Seattle and Vancouver.

Frank Taylor has resigned his position with M. Des Brisay & Co., Mission, B.C., and Mr. Haigh, formerly of Nelson, B.C., has been obtained to carry on his work.

A. L. Watson, representing the California Associated Raisin Co., of Fresno, Cal., was a visitor in Winnipeg this week, calling upon their representatives, Donald H. Bain Co.

George Reid, Winnipeg, city salesmen for W. L. MacKenzie Co., has just left the hospital following an operation. He is now doing nicely and expects to call on the Winnipeg trade in about a week's time.

J. W. Ross, who conducted a grocery store on Lilac Street, Winnipeg, died suddenly of heart failure on Wednesday, July 14th. The death occurred while his wife and children were on a trip to the Old Country.

The Dominion Canners (B.C.), Ltd., have removed from their premises on Front St., Vancouver, B.C., to a large brick building at the corner of Homer and Drake Streets, Vancouver, which they own. The cannery equipment has all been installed and the increased space permits the cannery operations to be resumed on a much larger scale.

R. C. Blackburn, of W. G. Patrick & Co., Ltd., has been suffering from a nervous breakdown and has gone East for an extended vacation to recuperate. W. Murray, of the same firm, is taking a well-earned rest at that beautiful spot, Minaki, and A. S. Nisbet, their Saskatchewan representative, is looking after the business at their branch office in Winnipeg in the meantime.

The Winnipeg Caterers' Association held their annual picnic at Grand Beach on Wednesday. A long programme of sports was arranged and a large number of prizes distributed. There was a baby show and a dancing competition in the evening.

E. W. Jeffress, of E. W. Jeffress & Co., Walkerville, Ont., passed through Winnipeg last week week on his way East from a trip to the Coast. Mr. Jeffress reports business good and is very optimistic for fall trade.

The staff of the Swift Canadian Co., Winnipeg, and their friends celebrated their annual outing day on Saturday, July 10th. About twelve hundred took the trip to Winnipeg Beach and enjoyed themselves in out-door sports and dancing. Several games of baseball and other lines of sport were participated in.

INTEND TO PUT DOWN FALSE PACKING OF BERRIES

Vancouver.—"The department is determined to put down the practice of false packing in the fruit trade," said T. H. Bain, Dominion fruit inspector, yesterday, "and as a result of some of the samples I have obtained to-day, prosecutions will follow."

Mr. Bain, who has just returned from an inspection trip in Vancouver Island, said he had secured them yesterday in Vancouver, and that they were very bad samples of false packing. He produced a few of the boxes of strawberries. The top layer in the box was composed of very fine berries, but on removing the first layer it was found that the berries beneath were of inferior quality, as well as being exceedingly small. Most of them had obviously not been gathered very recently.

New Method of Fish Propagation

Fisheries' Convention Held in Vancouver a Few Weeks Ago is Already Bearing Fruit—Closer Co-operation is Anticipated.

VANCOUVER (Special)—Fisheries convention at Vancouver has already borne sufficient fruit to justify the attention it received from the fishing industry.

Among the results of the convention might be mentioned the fact that John P. Babcock, assistant commissioner of Fisheries, B.C., Government, and J. A. Rodd, superintendent of Fish Culture, Ottawa, recently left for the Bonneville Hatchery, Oregon, to inspect the retaining pool method of fish propagation explained by the master warden, R. E. Clanton, during the convention.

Previous to this time, there has been a disposition on the part of the Canadian, Washington and Oregon fish experts to defend against all and sundry the methods obtaining at their own particular hatcheries. During the convention, the States fish wardens of Washington and Oregon showed a great interest in the gravel-box method of fish egg hatching, originated by a hatchery official at Harrison Lake, B.C., and now our officials are studying at first hand the best efforts of our friends to the South.

The convention also went on record as wishing to send the best qualified representative possible to the Pacific Scientific Congress to be held in Honolulu in August. Canadian Grocer is now informed that arrangements have been made to send Dr. C. McLean Fraser, professor of Biology, Vancouver, to represent the Canadian Fisheries Association. The idea back of the Congress, in which all the nations bordering the Pacific Ocean will participate, is to gather more data about the habits and qualities of the Pacific Ocean fish, and to make a thorough survey of the fishing beds of the Pacific Ocean. Dr. Fraser will represent Canada with credit.

We are also informed that closer co-operation between the Government and the association has been achieved by a new policy outlined recently. The people of Canada can feel assured that the work of the Fisheries Association is in the best interests of the Canadian people and not designed for the exploitation of Canada's great natural resource—her great fisheries.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the markets this week is the large advance registered on sugar. This advance is due to the fact that refineries are now working on high price raws and some refiners are of the opinion that the peak prices have now been reached. The market for general commodities continues to rule with a firm undertone. Some lines have advanced while others show indications for advancing. Business in both wholesale and retail circles is reported comparatively quiet.

TORONTO—The feature of the markets this week is the advance of $3.00 per hundred registered on sugar. The raw sugar market was considerably easier during the past week and exports from Cuba have greatly increased, showing a tonnage far in excess of any one week during the past year. Molasses market is strong and manufacturers are urging customers to buy now and avoid the inconvenience of freight congestion which will probably be manifest later on owing to car shortage. Aunt Jemima pancake and buckwheat flour has advanced. It has been intimated that corn flakes are due for an advance. The spice market generally has developed a weak tone. Peppers, cloves, allspice, coriander and carraway seeds have declined two to five cents per pound. Pure mustard is up five cents per pound. Cigars have advanced, also confectionery, ice cream salt, cigarette papers, kitchen bouquet and sweet pickles.

The tea market is showing a firmer tone both on low and high grades. Sockeye salmon is quoted higher. Dried fruits are quiet with lower quotations on currants. Shelled nuts continue in an unsettled condition. The rice market is easy. Vegetables and fruits are plentiful and quotations are lower.

Fresh meats are steady. Butter and eggs are firm and quotations are higher. Lard and shortening are easier and quotations have receded.

MONTREAL—There is a very firm tone to the market this week despite the fact that business is rather quiet during the summer season. There has been an advance this week of one cent on both butter and eggs. Fresh fish are a little dearer since the catch this year on the eastern coast has been rather poor. Lard is a little cheaper on some brands. Pure lard has been reduced one cent a pound by some manufacturers. Vegetables and fruit are in very good supply and some cheaper this week. The crop of home-grown produce is very good this year and still lower prices are expected through the week. Tea, coffee, cocoa and spices hold firm this week. Cereals are firm except for a feeling of uneasiness among the trade about rolled oats. There is no change, however.

WINNIPEG—Business has been reported very good this week and the crops are showing up in excellent condition. Rain is badly needed in some localities and unless we get a shower within the next week crop will not be quite so good as anticipated. Sugar supply is quite plentiful in the Western Provinces. The molasses market is very firm, due no doubt to the steady demand and poor supplies coming through. Starches remain firm while package cereals are very steady. There has been a steady demand for dried fruits on account of cool weather, which has been responsible for keeping dried fruits in excellent condition. Spot stocks of canned goods are becoming very scarce at the present time. The tea market is very firm and fine and good quality tea is reported scarce and high. Coffee market is reported quiet and Rio and Santos have declined, but these declines are somewhat offset by the exchange situation. Mild coffee remains firm. Spices remain firm with good supplies of rice and sago on hand. New jam is on the market and showing up to good advantage and a high quality has been maintained. The shelled nut market remains unsettled and the almond market is reported very weak. The forecast for fall delivery for Bordeaux walnuts would indicate an advance in prices. Fresh fruits and vegetables are in good demand and are arriving freely.

QUEBEC MARKETS

MONTREAL, July 23.—The feature of the market this week is the advance in the price of sugar amounting to three dollars a hundred. Vegetables and fruit are cheaper, with a very good supply of home-grawn produce. Rolled oats are rather unsettled as some firms predict a drop in price but the feeling is not general. Currants are one cent cheaper in some quarters, but the drop is only temporary. There is no change in the price of tea, coffee, cocoa or spices. Many miscellaneous lines and proprietary articles have advanced in price.

Sugar Advances $3.00

Montreal.

SUGAR.—As predicted last week by Canadian Grocer the sugar market has strengthened up to an advance. There has been an advance this week of $3.00 per hundred on the price of granulated sugar. All refineries are in line with the new price except St. Lawrence Sugar Refineries. These people have not officially advanced their prices to date, but a change is expected at any moment. Just what their advance will be is hard to predict. The very high cost of raw sugar is made responsible for the advance.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Molasses Market Strong

Montreal.

MOLASSES.—With the further advance in the price of sugar and the higher cost of raw sugar the molasses market is most certainly very strong. A change in the price of molasses would not be surprising at any time in the near future.

3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island	of Montreal
Barbauoes Molasses—		
Puncheons	....	1 75
Barrels	....	1 78
Half barrels	....	1 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

No Change in Package Goods

Montreal.

PACKAGE GOODS.—There is little or no change this week in the price of package goods. The market is strong as quoted, and the demand for prepared cereals is, as usual in the summer time, very good.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50	3 65	3.50 4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

Rolled Oats Unsettled

Montreal.

CEREALS.—There is a feeling of uncertainty to-day in the cereal market. At the present time prices remain firm, but a change would not be unlooked for in some circles with regard to rolled oats. However, there is no definite announcement this week by any of the leading firms. There is a slight reduction of 15 per cent. on some brands of cornmeal, but this is not general.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	....	7 25
Rolled Oats (bulk), 90s	....	6 50

Currants Temporarily Lower

Montreal.

DRIED FRUIT.—There has been a slight decline this week in the price of currants. Some firms are selling Patras currants at a cent a pound lower. This is not a general change on the market. The market for dried fruit is very brisk at the present time on account of securing supplies for the Fall.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Nuts Will Be Higher in Fall

Montreal.

NUTS.—The nut market continues a little stronger this week. The new crop, which will be marketed by September, will be slightly higher than present prices. Reports are that the market is very firm with a good demand.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 60
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Canned Goods Strong

Montreal.

CANNED GOODS.—There is very little change this week on canned goods. The new catch of lobsters is offered on the market at $12 40 a dozen, which is a slightly higher price than has been asked before. Further, there is no change this week in prices.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00

Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

No Change in Tea

Montreal.

TEA.—The tea market continues strong with a good demand for the better grade of teas. Japan teas continue at the high prices asked at the opening of the new shipments.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee and Cocoa Strong

Montreal.

COFFEE AND COCOA.—Coffee and cocoa continue strong with no change this week. The demand is very good and to all appearances the market will continue steady.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Many Lines Are Higher

Montreal.

MISCELLANEOUS. — There are a number of changes this week in miscellaneous lines. Menier French chocolate is ten cents per pound dearer. Wooden butter dishes have advanced considerably in price. The new price list for Cross and Blackwell's pickles, capers, vinegar, lucca oil, and currie powder shows an advance in price. Lucca oil in particular is much dearer. It has been unobtainable for some time.

Rice Market Quiet

Montreal.

RICE.—There is no change in the price of rice this week. The market continues quiet with prices steady.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Remain Steady

Montreal.

SPICES.—The market for spices continues this week at prices quoted. The demand is rather quiet during this season but will brighten up considerably during August and September. The price of pepper is rather weak but there has been no alteration in price this week.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 10
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Vegetables Are Cheaper

Montreal.

VEGETABLES.—Lower prices feature the vegetable market this week. The crop seems to be very good and the supply on the market is very good. New potatoes are offered at $13.00 per barrel for No. 1 and No. 2 are selling at $7.50. New wax beans are selling at almost half the price asked last week. Home-grown tomatoes are selling at three dollars and fifty cents per box. Cabbage is also cheaper.

Beans, wax (20-lb. bags)	....	1 75
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	1 50
Cabbage, Montreal, doz.	....	1 50
Chicory, doz.	....	0 50
Carrots, bag	....	3 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 50
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 00
Do., New Brunswick	....	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
New potatoes, No. 1, per barrel	....	13 00
Do., No. 2, per barrel	....	7 50
Montreal Tomatoes	....	3 50

Fruit Lower and Plentiful

Montreal.

FRUIT.—Lower prices on fruit is the prominent feature of the market this week. The supply of early fruit is very good. Niagara cherries are offered on the market at varied prices. Large baskets of cherries are sold at from two dollars down to one dollar and a half. Small baskets are selling for one dollar. Black cherries are selling for two dollars a basket. Early apples are selling cheaper at $4.50 per hamper. Blueberries, red currants, plums and black currants are in very good supply and prices have a wide range. Lemons are a little cheaper this week.

Apples, early, basket	....	4 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	6 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Jamaica, case	....	6 00
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Peaches, crate	....	6 00
Plums, crate	....	4 00
Canteloupes, crate	....	3 50
Blueberries, box	....	2 00

Flour Prices May Be Lower

Montreal.

FLOUR.—Since the discontinuing of the control of the Wheat Board there has been much discussion as to the result on the price of new flour. Canadian Grocer is informed by several of the milling companies that it is highly probable that the result will be lower prices in the Fall if the millers are allowed to buy direct from the farmers. The danger is, however, that the farmers will club their grain together and offer it for sale and in that case they could demand higher prices. As the wheat crop promises to be very good this year lower prices on flour are not improbable. The price on the present milling is still under control and there is no change in price.

ONTARIO MARKETS

TORONTO, July 23.—Grocery markets continue to rule with a firm undertone. All refineries with the exception of St. Lawrence have advanced sugar $3 per hundred. Syrups and molasses are firm under a quiet demand. Aunt Jemima pancake and buckwheat flour has advanced. It has been intimated that corn flakes will advance about 65 cents per case within the week. Peppers, cloves, allspice, coriander and carraway seeds are lower. Pure mustard is five cents per pound higher. Advances have been registered on cigars, confectionery, salt, cigarette papers and Kitchen Bouquet. Teas are firmer. Sockeye salmon is higher. Vegetables and fruits are lower.

Sugar Advances $3.00

Toronto.

SUGAR.—All refineries with the exception of St. Lawrence have advanced sugar $3 per hundred, bringing the price up to $24.21. The reason for this advance is that refineries are now working on high price raws. The raw sugar market is considerably easier. During the past week the exports of sugar from Cuba have greatly increased, showing a tonnage far in excess of any one week during the past year.

St. Lawrence, extra granulated, cwt.....	21 21
Atlantic, extra granulated	24 21
Acadia Sugar Refinery, extra granulated	24 21
Dom. Sugar Refinery, extra granulated..	24 21
Canada Sugar Refinery, granulated.....	24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Strong

Toronto.

SYRUPS.—Syrups are ruling firm under a quiet demand.

MOLASSES.——The molasses market is strong, but there is a very quiet demand noted. Manufacturers are urging customers to buy now, as later on they are of the opinion that a congestion of freight will be manifest due to the car shortage.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals Are Quiet

Toronto.

CEREALS.—The cereal market continues firm. Business however is very quiet. Corn meal is now quoted at $6 per 98-pound bag.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	....
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 50
Rolled Wheat, 100-lb. bbl.	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08¾
Blue peas, lb.	0 10
Marrowfat green peas	0 11¾
Graham Flour, 98s	7 65
Farina, 98s	6 20

Pancake Flour Higher

Toronto.

PACKAGE GOODS.—Package cereals are ruling strong, especially the cooked variety. There is every indication that corn flakes will be advanced, probably around 65 cents per case. Aunt Jemima pancake flour has advanced to $7.15 per case of 36 packages. Aunt Jemima buckwheat flour, 18s, has advanced to $4.10 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 14
Do., No. 2, lb. cartons.....	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do.; Buckwheat Flour, 18 to case	....	4 10

Spice Market Easier

Toronto.

SPICES.—The spice market generally has developed a weak tone. Peppers, cloves, allspice, coriander and carraway seeds have declined two to five cents per pound. Pure mustard is firm and quotations are up five cents per pound. Manufacturers report business active and that pickling spices are moving freely.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 65
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s.....	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander seed	....	0 25
Carraway seed, whole	0 30	0 35
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Salt and Other Lines Higher

Toronto.

MISCELLANEOUS.—Sir Haig cigars have advanced to $50.00 per 1,000. Confectionery has advanced two cents per pound. Ice cream salt has advanced to $2.25 per bag in the city and $2.15 in the country. Zig-Zag cigarette papers are up to $3.50 per box. Kitchen Bouquet is now quoted at $4.25 per doz. Libby's cases 24 Royal jar sweet mixed pickles are $5.75 per dozen.

Teas Show Firmer Tone

Toronto.

TEAS.—For several weeks past the market for low grade tea has been very weak. The market is now showing a firmer tone, and although prices are not expected to advance to any extent at the present time, the slumping of the market has been checked, which will have the effect of encouraging trading. High grades continue to rule firm and scarce. Early pickings Japans remain at high prices and show no inclination to recede.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66

Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Demand is Quiet

Toronto.

COFFEES.—There is no change in the market for coffees. Quotations are steady and the demand quiet.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

New Prices on Paper Bags

Toronto.

PAPER.—Paper bags recently advanced 50 per cent. The following are now the prices to the trade:

Size	Light	Heavy	Kraft
¼	1 95	2 25	3 00
½	2 25	2 70	3 60
1	2 95	3 40	4 50
2	3 60	4 30	5 70
3	4 75	5 40	7 20
4	5 40	6 30	8 40
5	6 75	7 65	10 20
6	8 10	9 45	12 60
7	9 00	10 60	14 10
8	10 80	12 40	16 50
10	12 15	14 20	18 90
12	14 20	16 45	21 90
16	17 55	20 25	27 00
20	21 40	24 75	33 00
25	23 40	27 00	36 00
30	25 20	29 25	39 00
35	29 25	33 75	45 00

Sockeye Salmon Higher

Toronto.

CANNED GOODS.—Canned goods are moving freely at unchanged prices. The best brand of sockeye salmon are now quoted at $5.25 per dozen for 1s, and $2.95 per dozen for ½s. Some wholesalers are about cleared up of jams. Strawberry jam, 4s, last year's pack, is quoted as high as $1.50.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Dried Fruits Are Quiet

Toronto.

DRIED FRUITS.—There is a quiet demand for dried fruits. Quotations are ruling steady. Currants are easy and quotations are fairly low. Australians are quoted at 18 cents. Raisins are moving under high prices.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	....	0 18½
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Nuts Are Unchanged

Toronto.

NUTS.—There is practically no demand for nuts in the shell, but with the short crop reported on California almonds, it looks as though almonds might be good stocks at the present quotations. Shelled walnuts show no change. Quotations for spot stocks are still lower than what they can be replaced at.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Easier Market for Rice

Toronto.

RICE.—The rice market continues easy, although quotations show little change. High grade Blue Rose is quoted at 20 cents per pound in bag lots and ½ cent higher in broken lots. Siam seconds is quoted at 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Potatoes Are Steady

Toronto.

VEGETABLES.—Vegetables are arriving freely and quotations are declining. Old potatoes are about cleared up. New potatoes remain steady at $14.50 per barrel for No. 1 and $11.00 for graded No. 2. Green peppers are on the market and quoted at 90 cents per 11-quart basket for lot, and $1.25 for sweet. Wax beans are cheaper. Leamington tomatoes are arriving freely.

Lettuce, Can., head, 2 to 3 doz. case.	1 50	2 00
Do., leaf, doz.	0 30	0 40
Cabbage, Can., large crate	....	5 00
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 00	1 50
Cucumbers, Carolina, hamper	....	....
Do., per 11-qt. basket	....	3 00
New Carrots, per doz.	....	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 75	0 85
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	....	2 25
New Potatoes, Carolina—		
No. 1, per barrel	....	14 50
No. 2, graded, per barrel	....	11 00
Tomatoes, 4-bkt. crate	....	2 75
Do., hothouse, per lb.	....	0 30
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	....	0 90
Green Peppers, hot, 11-qt. bskt.	....	0 90
Do., sweet, 11-qt. bskt.	....	1 25

Fruit Quoted Lower

Toronto.

FRUIT.—Delaware apples are now on the market and quoted at $3.50 to $4.50 per hamper. Blueberries are arriving freely at $2.75 to $3.00 per basket. Cherries are in abundance but quotations remain as last week. Strawberries are over. Raspberries are quoted at 30 cents, but lower prices are expected next week. The first California Bartlett pears are on the market at $8.00 to $9.00 per box. Lemons are down 50 cents per case. Oranges are firm at $7.50 to $9.00 per case.

Oranges, Valencias—		
126s	....	7 50
150s	....	8 00
176s, 200s, 216s, 250s	8 00	9 00
Bananas, Port Limons	....	0 10½
Lemons, Cal., 240s	....	4 50
Do., Messinas, 300s	....	5 75
Do., Verdillis	....	5 50
Grapefruit, California Seedless —		
48s	....	3 50
64s, 80s	4 00	4 50
Watermelons, 26-lb. aver., each	1 25	1 35
Cal. Canteloupes, case, 45s	....	7 00
Georgia Peaches, 6-bskt. crates	....	5 00
Plums, Cal., box	....	4 00
Canadian Cherries—		
Sour, 11s	1 25	1 50
Do., 6s	0 75	0 90
Sweet, 6s	0 85	1 25
Do., 11s	1 50	2 50
Gooseberries, 6s	0 75	1 25
Do., 11s	1 50	2 00
Raspberries	....	0 30
Blueberries, bskt.	2 75	3 00
Red Currants, 11s	....	1 50
Do., 6s	....	0 75
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Apples, transparent hampers	....	4 50
Do., Astrachans, hampers	....	3 50
Pears, Cal. Bartlett's, box	8 00	9 00

Flour Mills Are Busy

Toronto.

FLOUR.—The flour market is steady and the mills are still busy on export orders. Some millers are of the opinion now that the Wheat Board will not control the 1920 crop, will have the effect of advancing prices. Others state that having an open market for wheat will tend toward better business, and that prices will all depend on the supply and demand.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

WINNIPEG MARKETS

WINNIPEG, July 23.—Sugar supplies are plentiful in the Western Provinces. The molasses market is firm. Starches and package cereals are steady. There has been a steady demand for dried fruits, due probably to the prevailing cool weather. Spot stocks of canned goods are becoming cleaned up, with a scarcity noted on peas and tomatoes. The tea market is firm with fine qualities reported scarce. Coffees are quiet. Shelled nuts are unsettled. Fresh fruits and vegetables are arriving freely and a good demand noted.

Sugar Supply is Plentiful

Winnipeg.

SUGAR.—Sugar has advanced $3 per cwt. The New York raw sugar market remains firm and it has been reported that the demand for fine sugar has improved. Up to date the jobbers have been able to take care of all orders received. The refineries have secured export permits, which possibly in the future means reduced supplies for Canada. The Canadian prices on refined remains unchanged.

Redpath, granulated, 100-lb. bag	....	25 05
St. Lawrence granulated, 100-lb. bag	....	25 05
Atlantic, granulated, 100-lb. bag.	....	25 05
Dominion granulated, 100-lb. bag	....	25 05
Acadia, granulated, 100-lb. bag..	....	25 05
Yellow Sugar, No. 2, 100-lb. bags	21 55	24 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	22 60
Icing Sugar, 50-lb. boxes, per cwt.	....	22 70
Lump Sugar, soft, 100-lb. boxes.	....	22 80
Do., hard, 100-lb. boxes, per box	....	23 00
Cubes, 100-lb. boxes, per box....	....	22 70

Molasses is Very Firm

Winnipeg.

MOLASSES.—Molasses is reported to be very firm on account of the steady demand. Supplies, however, are coming through slowly. Syrups remain firm and there is a shortage reported on cane syrup.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	9 40
5-lb. tins, 1 doz. in case	....	11 25
10-lb. tins, ½ doz. in case	....	10 75
20-lb. tins, ¼ doz. in case	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 60
Cases, 5 lb. tins, white, 1 doz. in case	....	8 70
Cases, 10 lb. tins, white, ½ doz. in case	....	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	....	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	....	8 10
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 85
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 85
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz....	....	24 50
Pure, 10s, per case of ½ doz...	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50

Above subject to a discount of 10 per cent.

MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Remain Firm

Winnipeg.

STARCH.—The starch market is exceedingly firm with every indication for higher prices, due to the firm tone being shown in the corn market.

Cornstarch, 1-lb. pkgs., per lb...	....	0 12½
Do., No. 1 quality, 1-lb. pkgs...	....	0 14
Gloss, 1-lb. pkg., per lb.	....	0 14¾
Celluloid, 1-lb. pkg., per case...	....	5 65

Package Cereals Are Steady

Winnipeg.

PACKAGE GOODS—There has been a steady demand for all package cereals and every indication of a falling off of rolled oats.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag	....	1 56
Do., 10-8s, per bale	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag...	....	8 60
Do., 16-6s, per bale	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Dried Fruits Are Steady

Winnipeg.

DRIED FRUITS.—There has been a steady demand for dried fruits on account of the cool weather, which has been responsible for keeping dried fruits in excellent condition. Several California packers have named their opening prices on raisins, which show an increase of five to seven cents a pound over last year's opening prices. The new opening prices have not been named on prunes as yet. It is expected that prices will be named in the early part of August. Spot prunes are certainly the best buy in the market at present. The car situation has caused considerable alarm owing to the prediction of the railroad companies that they will not have sufficient cars to handle the fresh fruit. In view of this statement the outlook for dried fruit shipments is anything but optimistic and the buyers are taking advantage of August shipment on freshly packed spot prunes will more than reap the harvest of the early demand.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 20
Currants, 90-lb., per lb.	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Canned Goods Firm

Winnipeg.

CANNED GOODS.—Spot stocks of canned vegetables are very bare at the present time. Several lines, such as peas and tomatoes, are reported very scarce. The prices are well maintained.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	....2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

		Per case
Apples, 6 tins in case, per case..	3 40	3 85

Blueberries, 2s, 2 doz. case	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....
CANNED VEGETABLES		
		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Spinach, 2½s, 2 doz case	....	5 70
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Do., 2s, 2 doz. case	....	3 50

Tea Market Firm

Winnipeg.

TEA.—There is practically no change in the tea market. Fine and good quality tea is reported scarce and very high.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is reported very quiet and Rio has weakened from two to two and a half cents a pound. Santos has also declined about two cents a pound, but these declines are somewhat offset by the exchange situation. Mild coffee remains firm. These declines in prices will not affect our local market for some time.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade	....	0 46
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56
Rio, roasted, best grade	....	0 32

Spices Remain Firm

Winnipeg.

SPICES.—Black pepper and cloves are slightly easier. All other lines of spice remain very firm, while Jamaica ginger prices are very high.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
Do., No. 2, per lb.	....	0 25
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice and Sago Plentiful

Winnipeg.

RICE.—The rice and sago market is reported more plentiful. The market has shown considerable weakness and these commodities are being offered to the trade very freely.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags	....	0 13½
Do., 50-lb. bags, lb.	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

Strawberry Jam Higher

Winnipeg.

JAM. — Several California packers have named their opening prices on strawberry jam. The samples representing the new pack show up to very good advantage and high quality is maintained.

	Per tin	
Jams, Pure—		
Strawberry, 4s, 12 tins to case	1 35	1 50
Raspberry, 4s, 12 tins to case.	1 20	1 35
Black Currants, 4s, 12 tins to case	1 20	1 35
Blended—		
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Almond Market Still Weak

Winnipeg.

NUTS.—The almond market is reported very weak. Bordeaux walnuts are in much stronger position and the forecast for the fall delivery would indicate still further advances. Brazils are quoted very high, which naturally has affected the sales considerably when compared with other years. The peanut market is exceptionally quiet, the demand

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fresh Fruits in Good Demand

Winnipeg.

FRESH FRUITS.—Good supplies of British Columbia strawberries as well as raspberries are arriving daily and the quality is exceptionally good. Prices remain high. California peaches, plums, pears are very high, while a scarcity of the crop is noticed. Royal Ann cherries and bings are arriving and are being offered to the trade at five and six dollars a case. Bananas are still very scarce, while during the past week lemons declined about fifty cents a case. Oranges advanced a dollar a case this week.

FRUITS—		
Lemons, Cal., per case	6 50	7 50
Bananas, per lb.	....	0 14
Strawberries, 24 pts.	7 00	7 50
Peaches, Cal., case	....	3 50
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	....	8 50
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	10 50
176s	....	9 50
150s	....	9 00
126s	....	8 50
Cherries, boxes	....	7 50
Do., B.C., Royal Ann, 24 to case	....	5 00
Do., B.C. Bings., 24 to case.	....	6 00
New Apples, per box	....	5 50
Pears, case	....	10 00

Local Vegetables in Demand

Winnipeg.

VEGETABLES.—Shipments of tomatoes from Ontario are arriving and are being offered at $4.50 a basket. Local vegetables are very much in demand and the supply is very good. B.C. celery is being offered to the trade at thirteen to fourteen cents a pound.

VEGETABLES		
Carrots, new, per lb.	....	0 06
Beets, new, per lb.	....	0 06
Turnips, new, per lb.	....	0 06
Head Lettuce (Cal.), per doz.	....	1 75
Leaf Lettuce, per doz.	....	0 65
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers (hothouse), per doz.	....	3 50
Cabbage (new), per lb.	....	0 07
Potatoes (new), per lb.	....	0 10
Onions (Cal. Bermuda sack), per sack	....	6 00
Peas, per lb.	....	0 15
Cauliflower, per doz.	....	4 00
Celery (B.C.), per lb.	....	0 14
Zalamazo Celery, per doz.	....	1 10
Rhubarb, per lb.	0 02	0 02½
Tomatoes, per case	....	4 00
Do., B.C. hothouse, per case.	....	7 60

CAL. PACKING CORP. EMPLOYEES' OUTING

Each year the employees of the Rio Vista plant of the California Packing Corporation gather to celebrate the closing of the asparagus season. This year the celebration and festival was attended by the executives of the corporation as well as the employees—representing almost every nationality in the world. The program of Portuguese, Syrian, Bohemian and Scotch songs, and Russian, Dutch, Armenian and Spanish dances, will give some idea of the many nationalities gathered to celebrate the end of a successful season for themselves and for their employer.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., July 22.—The only advance of note in wholesale circles is sugar, which has taken a sharp increase of $3 on the 100 pounds,, raising standard granulated from $21.10 to $24.10, and No. 1 yellow from $20.60 to $23.60. This increase will necessitate the retailers selling it at 26 to 27 cents per pound. The fruit and produce houses report income of fresh and staple lines steady, both domestic and imported among which are watermelons ranging in price from $1.50 to $1.75 each. American apples are selling at $5 per box. Carrots, turnips and beets in bunches are selling at $1 per dozen bunches. Business in general remains comparatively quiet.

Flour, No. 1 patents, bbl., Man...	....	16 50
Cornmeal, bags	....	5 25
Rolled Oats, per bag	....	7 25
Rice, Sism, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 32
Eggs, fresh, doz.	....	0 53
Lard, compound	....	0 29
Lard, pure, lb.	....	0 31
American clear pork, per bbl...	....	50 00
Tomatoes, 2½s, standard, doz...	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 60	0 61
Do., dairy, per lb	....	0 52
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	5 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 22.—Sugar advanced $3 per hundred, bringing granulated up to $24.10, and yellow up to $23.60. There are limited stocks of sugar on hand. Molasses is easier at present, but an advance is expected. Ordinary cornmeal has shown a slight decline, bringing the price down to $5.10. Compound lard is lower, now quoted at 27 to 27½ cents per pound. Eggs are higher, fresh quoted at 55 to 60, and ease at 50 to 52 cents per dozen. New potatoes are arriving better and quoted at $4 to $4.50 per bushel. Stocks of old potatoes are about over. Strawberries are about ended.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	5 10
Rolled oats	....	14 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 55	0 60
Do., case	0 50	0 52
Lard, pure, lb.	0 29½	0 30
Do., compound	0 27	0 27½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard case....	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 57	0 60
Do., dairy, per lb.	0 53	0 55
Do., tub	0 48	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case.	7 45	7 50
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case....	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel....	4 00	4 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 22.—Australian cleaned currants are offered at 22 cents and Grecian to arrive at 19 cents. Tapioca is easier, now selling at 11½ cents per pound. Sago is also lower, now quoted at 11 to 12 cents per pound. Ontario cheese is up one cent per pound. Lard is easier. Dairy butter has advanced two to five cents per pound, bringing the prices up to 40 to 42 cents. Egg supplies are short of requirements. Further advances have been recorded on paper bags, wrapping paper and toilet paper. Lemons are very scarce this week. Raspberries are $6 and strawberries are about over.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	....	0 11½
Sago, lb.	0 11	0 12
Sugar, pure cane, granulated, cwt	....	21 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	....	17 60
Eggs, new laid, local, case	15 00	15 50
Tomatoes, 2½s, standard, case..	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case..	....	10 30
Raspberries, 2s, Ontario, case...	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 23.—Best eggs are 58 cents. Best butter is quoted at 63 cents. Cheese is selling at 32½ cents per pound Bacon is 47 cents, and hams 49 cents per pound. Cucumbers are $2 per dozen. Onions are $2.75. New potatoes are $6 per bushel, and old potatoes $180 per ton. Hothouse tomatoes are $6; grapefruit, $4.50; oranges, $8; lemons, $6; peaches $2.50; plums $5; strawberries, $4.50; raspberries, $4.25.

TRADE INQUIRIES

WHOLESALE AND RETAIL GROCERS' SUBSCRIPTION PRICE OF CANADIAN GROCER

Will you please furnish me with names retail grocers in Toronto or Montreal? What would be the price of a sample copy of your paper?

WILLIAM GRISWOLD,
RR No. 5,
Kokomo, Indiana

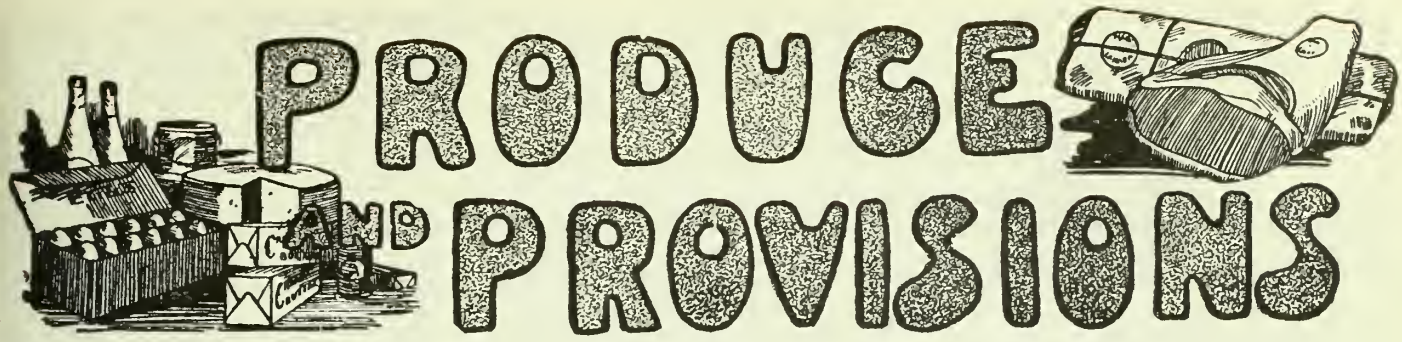
Answer—A list has been sent direct. Sample copy of Canadian Grocer has been mailed to you to-day. There will be no charge for this. Subscription price is $4.00 per year in Canada; $4.50 to the U.S.A.

STENOGRAPHERS' DESKS

Please inform me where I may buy a stenographer's desk. I value your Canadian Grocer very highly, also your Dry Goods Review and MacLean's Magazine.

S. W. SMITH,
Florenceville, N.B.

Answer—You could purchase these from any of the following firms: Dominion Furniture Mfg. Co., St. Therese, Que.; Paquet & Godbout, St. Hyacinthe, Que.; St. Lawrence Furniture Co., Fraserville, Que.; Canada Furniture Mfg. Co., 136 King St. E., Toronto, Ont.; Office Specialty Mfg. Co., 197 Wellington St. W., Toronto, Ont.; Mitchell & McGill, 193½ Church St., Toronto, Ont.



Will Help to Exterminate the Sockeye

Present Rate of Fishing and Present Extent of Fish Propagation Tend to Extermination—Fishing Men Are All in Favor of Any Sane Method to Prevent This Happening

VANCOUVER (Special). — The Canadian trade has been disappointed on several occasions at the attitude of the Washington fishing interests toward the subject of fish preservation by treaty arrangement between the two countries interested. With a view to getting the viewpoint of those who made the biggest effort to kill the treaty recently signed, your representative interviewed J. O. Morris of the Everett Packing Company, at Everett, Washington. Mr. Everett states that he was one of those who led the attack on the treaty measure as it stands, most strenuously. Substantially, this was Mr. Morris' statement of the case for the Fishing Vessel Owners' Association, of Puget Sound.

Want Four Years' Closed Season

"We all have realized," stated Mr. Morris, "that the present rate of fishing, and the present extent of the fish propagation, will result in the extermination of the sockeye salmon that are spawned on the Fraser river. Without a single exception, the fishing vessel owners are in favor of any sane method that will ensure the protection of the sockeye for an adequate period to permit them to regain their old place among the other species, or increase all that they can. Notwithstanding the fact that in the majority of cases, the boats and gear are owned by those actually catching the fish, and represent the savings of a lifetime, each of these fishermen is willing to sacrifice as much as necessary that the sockeye may be restored. As they say: "It is altogether probable there should be a continuous closed season for sockeye salmon for a period of four years, which would denmonstrate the necessities for the succeeding years. We earnestly recommend such a closed season."

"The present treaty provisions forbid," said Mr. Morris, "all purse seines to fish and operate except on the grounds where no sockeye was practically ever caught, and keep them well away from the thousands of traps which infest the shores of Whidbey, Fidalgo, Guemes, Lopez, San Juan and the other islands, in some places stretching in an unbroken chain, 1,400 feet apart, to escape all of which it is almost a physical impossibility for a salmon. By the treaty, these traps are permitted to continue to operate except during a closed season of ten days. In the old way the seines at least broke up the schools of sockeye and scattered them, but now the schools are not to be broken up by vessels of this class, and must enter the traps practically en masse.

Salmon Hesitate at Mouth of River

"In order to make sure that any sockeye that went up the coast and escaped all the traps during the closed season, should reach the spawning grounds in safety," continued Mr. Morris, "a period of ten days should elapse before fishing commences in the Fraser, as it as been found that the salmon plays around the mouth of the river for several days, adapting itself to the change from salt to fresh water, before it proceeds up the Fraser.

"What is the case," asked Mr. Morris, "the day after the traps open? The fishermen in the Fraser river to the extent of some eighteen hundred spread their nets, so that the fish for ten days escape the traps, to get into the nets. It would appear that those drafting up the treaty had to give this concession to the Fraser river people to offset the privileges extended to the traps to keep up their slaughter.

Traps Get 88 Per Cent.

"A regulation that restrains the seines from operating and permits the traps to continue without the interference of seines is not of much use. The best statistics on which all these regulations are supposed to be based, show that the boats caught in 1918, 12 per cent. of the sockeye caught, whereas the traps caught 88 per cent."

"It is also provided that if any sockeye come into the traps with other fish during the closed season they shall be thrown back into the sea. Every 1,400 yards along the shore line there is a trap. The sockeye thrown out immediately gets into the next trap, and so on. Any fisherman knows how many times a sockeye can stand being impounded in a trap and pitched out before it is destroyed altogether.

Favors Long Closed Season

"I want to go on record," said Mr. Morris, "to this effect. There will never be any improvement in the sockeye condition, or a check on the present alarming rate of extermination, till an absolute closed season—closed to everybody—is observed and enforced. The fishermen will loyally observe any such regulation, in favor of the sockeye, but no stone will be left unturned to prevent the sockeye situation being used to give advantage to one class of fishermen at the expense of another. We want an absolute closed season in favor of the sockeye, not a travesty on the same, in favor of the trap operators. That's where the opposition to the treaty came from on this side," he added, and I hope our Canadian friends will understand that we are wholeheartedly in favor of a real sockeye protection that will protect, though it means that we don't catch a sockeye for four or eight years."

SOCKEYE SALMON PACK IS LIGHT QUOTATIONS ON NEW PACK HIGHER

British Columbia salmon packers are anticipating a pack of 250,000 cases of sockeye this year. Canada takes 125,000 cases, which would be half this year's packing. Sales have already been made for domestic and overseas trade of about 70,000 cases. Quotations from the coast show that sockeye has opened at $21.00 per case, and Red Spring talls at $15.00 per case F.O.B. Vancouver.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 23.—The feature of the produce market this week is the advance of 1c a pound on butter and 1c a dozen on eggs. The demand for Canadian creamery butter in the United States and the demand for local cold storage has caused the price to advance this amount almost weekly. The big demand for egg packing has caused an advance of 1c a dozen on the price of eggs. The catch of fish on the Eastern coast has been very poor this season and as a result there is an advance in the price of Gaspe salmon amounting to 5c per pound, also on halibut and haddock. Lake trout has advanced 1c a pound. A very good supply of halibut is arriving from the Western coast continually. The price of fresh, cooked, and smoked meats continues firm with a fair demand. There is no change in the price of shortening or lard this week. The price of cheese is unchanged but is strong at the present time. The bidding at the cheese board has been very brisk, which indicates a big demand and a very firm market for the future.

Fresh Meats Market Quiet

Montreal.

FRESH MEATS.—There is no change this week in the price of fresh meats. The market continues firm but rather quiet during this summer season. Prices continue firm as listed below.

FRESH MEATS

Hogs, live (selects)	....	0 21
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	0 30½
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42½
Loins (untrimmed)	....	0 38
Bone trimmings	....	0 30
Trimmed shoulders	0 26½	0 32
Untrimmed	....	0 28
Pork Sausage (pure)	....	0 26
Farmer Sausage	....	0 20
Fresh Beef—		

(Cows)			(Steers)	
$0 23	$0 30	..Hind quarters..	$0 28	$0 34
0 14	0 18	..Front quarters..	0 14	0 18
....	0 40	..... Loins	....	0 46
....	0 28	..... Ribs	....	0 32
....	0 18	.... Chucks	....	0 17
....	....	..... Hips	....	0 35

Calves (as to grade)	0 22	0 28
Spring lamb, carcass	....	0 32
Fresh sheep, carcass	0 22	0 30
Frozen lamb, carcass	....	0 32

Smoked Meats Steady

Montreal.

SMOKED MEAT.—A fair demand continues for smoked meats during the summer season. Nevertheless the absence of so many consumers from the city has had its effect upon the market here. Prices hold firm this week with no change.

BACON—		
Breakfast, best	0 49	0 59
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Barrelled Meats Quiet

Montreal.

BARRELLED MEAT. There is no change this week in the price of barrelled meat. The demand is not large and quotations given below remain steady.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Cooked Meats in Demand

Montreal.

COOKED MEATS.—No change is recorded this week in the price of cooked meats. The demand is very good during the summer season.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Lard Prices Hold

Montreal.

LARD.—The lard market continues firm at quotations given below. There is no change at the present time and every indication is that the market will continue for some time with present prices prevailing.

LARD—		
Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Butter Prices Advance

Montreal.

BUTTER.—There is another jump in the price of butter this week. As in the case of eggs the demand for cold storage and the big demand at higher prices in the United States is the chief cause. A drop of a cent or two in the near future would not be surprising to the local dealers who are rather expecting a change in that direction. The present prices asked are 62 cents for creamery prints and 61 cents for solids. The price of dairy butter varies considerably but approximately 51 and 52 cents is being asked.

BUTTER—		
Creamery prints, qual., new	....	0 62
Do., solids, quality, new	....	0 61
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Eggs Advance Another Cent

Montreal.

EGGS.—There has been another advance this week in price of eggs. Selects are being sold at 62 cents and No. 1 at 55 cents, which is an advance of one cent per dozen. The big demand for packing at this time of the year is the cause of the continual advance in price, but it is felt on the local market that the price will decline shortly as the supply for present use is ample and that present quotations are abnormal.

Cheese Market Strong

Montreal.

CHEESE.—The cheese market is strong at quotations given below. The demand is very good and old cheese is selling at 35 cents. New cheese is being sold at 31 cents and as the bidding is strong at this price the future prices on cheese may be expected to be very strong.

CHEESE—		
New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Shortening Remains Firm

Montreal.

SHORTENING.—No change is evident this week in the price of shortening. The demand is good and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

No Change on Margarine

Montreal.

MARGARINE.—The demand for margarine is not very heavy at the present time. Prices continue as they have been for some time and vary considerably according to brand and quality.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Eastern Fish Dearer

Montreal.

FISH.—The season for Eastern halibut and salmon has been very poor. The catch has not been large and as a result the prices asked have advanced. Gaspe salmon has advanced 5 cents a pound this week. Lake trout has advanced 1 cent a pound. Doree is prac-

tically off the market. Halibut from British Columbia is coming through in very good supply and prices are unchanged. Smoked and frozen fish continue at the prices which have been current for some time.

FRESH FISH		
Haddock	....	0 08
Steak cod	....	0 10
Market cod	....	0 07
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 26
Gaspereaux, each	....	0 04
Whitefish	....	0 18
Lake trout	....	0 24
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 15
Fresh Herrings, each	....	0 03
Doree	....	0 24
FROZEN FISH		
Halibut, large and chicken	....	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Poultry Market Quiet

Montreal.

POULTRY.—The poultry market continues quiet, as it has been for some time. The demand is not large nor is the offering on the market large.

(Selling Prices)		
POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, July 23.—Live hogs are higher this week. Fresh meat cuts are ruling firm at unchanged quotations. Supplies of smoked meats are rather scarce and there is a good demand noted. Cooked meats are active and quotations are firm. Cheese market is firm. Best grades of creamery butter are up one cent per pound. The egg receipts are somewhat falling off: dealers report a great deal of shrinkage due to poor packing and eggs that have been held for too long a period. Quotations are up one cent per dozen. Shortening and lard are easier and quotations have declined one cent per pound. The fish business is holding well and prices are maintained.

Live Hogs Higher

Toronto.

FRESH MEATS.—The market for fresh meats is firm. Live hogs are higher, now quoted at $21.00 on the fed and watered basis. Beef and pork cuts are ruling strong at unchanged quotations.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	21 00	21 25
Live, fed and watered, per cwt.	20 75	21 00
Live, f.o.b., per cwt.	19 75	20 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 44
Fresh hams, lb.	.. .	0 41
Tenderloins, lb.	.. .	0 60
Spare ribs	....	0 16
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 31
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Meats Are Steady

Toronto.

PROVISIONS.—The shortage noted on hams and backs last week continues. Quotations, however, are ruling steady.

Hams—		
Medium	0 46	0 48
Large, 20 to 25 lbs. each, lb.	....	0 44
Heavy, 25 lbs. upwards, lb.	....	0 36
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 66
Rolled	....	0 68
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 40
Wiltshire, three-quarter cut	....	0 44
Wiltshire, middle	....	0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27½
Do., av. 80-90 lbs.	....	0 26½
Clear bellies, 15-30 lbs.	....	0 30
Fat backs, 10 to 12 lbs.	....	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	50 00
Short cut backs, bbl. 200 lbs.	....	57 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy	....	61 00
Lightweight	....	67 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats in Demand

Toronto.

COOKED MEATS.—All varieties of cooked meats continue to be in active demand. Boiled hams continue to be in scant supply and quotations are from 64 to 66 cents per pound. Other quotations are unchanged.

Boiled hams, lb.	0 64	0 66
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 53
Ham bologna, lb.	....	0 20
Large bologna, lb.	....	0 18
Spice beef, lb.	....	0 30
Macaroni and cheese loaf, lb.	....	0 26
Above prices subject to daily fluctuations of the market.		

Cheese Market Firm

Toronto.

CHEESE.—The cheese market is ruling firm. Quotations for full cream June cheese is in some quarters as high as 34 cents per pound, but the average price is around 31 cents, although these dealers state that it could not be replaced at that price.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 31	0 32
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Creamery Butter Up One Cent

Toronto.

BUTTER.—There is a strong market for butter and quotations on the best grades of creamery are up one cent per pound. Storage operations still continue and probably this has something to do with keeping the market in a strong condition.

BUTTER—		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

Eggs Up One Cent Per Dozen

Toronto.

EGGS.—The egg market continues to rule firm. The receipts are somewhat falling off with second grade more in evidence. Dealers also report a great deal of shrinkage due to poor packing and eggs that have been held for too long a period. Quotations are one cent per dozen higher.

EGGS—		
Fresh, selects	0 60	0 61
Fresh	0 57	0 58
Fresh selects in cartons	....	0 60
Prices shown are subject to daily fluctuations of the market.		

Shortening Has Declined

Toronto.

SHORTENING. — The shortening market continues to rule weak. Quotations have declined one cent per pound. One pound prints are now quoted at 27 to 27½ cents per pound. Tubs at 25½ to 26 cents per pound.

SHORTENING—		
1-lb. prints	0 27	0 27½
Tierces, 400 lbs.	0 25	0 25½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

Lard Market Easier

Toronto.

LARD.—The lard market has developed a weak tone. Quotations have declined one cent per pound, now selling at 27½ to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27½	0 28

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Margarine Demand Quiet

Toronto.

MARGARINE. — The margarine market is ruling steady under a quiet demand. Quotations are unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fish in Active Demand

Toronto.

FISH.—The continued cool weather is having the effect of keeping the fish market busy. Fresh fish is arriving freely and there is also a certain demand for frozen. Quotations are steady.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 11
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Mackerel	0 12	0 13
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	....	0 08½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Small Demand for Poultry

Toronto.

POULTRY.—Receipts of poultry are light but supplies are ample to meet the demand at this season. Storage stocks are moving out satisfactory. Quotations are unchanged.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 30	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 40	0 50
Prices quoted to retail trade:—		Dressed
Hens, heavy		0 35
Do., light		0 32
Chickens, spring		0 60
Ducklings		0 40

WINNIPEG MARKETS

WINNIPEG, July 23.—The hog market remains steady with no changes in price, while fresh beef declined about five cents. Hams and bacons are steady. Cooked meats are steady and in good demand. Creamery butter advanced two cents a pound this week and is now being quoted at 61 cents a pound. Cheese and lard markets remain firm, while egg prices are advancing. Fresh fish are in good demand.

Hogs Remain Unchanged

Winnipeg.

FRESH MEATS.—The hog market remains steady and receipts are very light. Fresh pork is in good demand with no change in prices, while fresh beef declined during the week. Hind and front quarters are quoted at much lower figures.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 19	0 26
Front quarters, lb.	0 12	0 16
Whole carcass, good grade, lb.	0 16	0 21
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 24
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacon are very steady with a good demand. Prices remain unchanged.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Advance

Winnipeg.

COOKED MEATS.—Cooked meats advanced about three cents a pound and the supply is much greater than the demand.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Has Advanced

Winnipeg.

BUTTER.—During the week creamery butter advanced two cents a pound. The market is very firm and further advances are expected. Dairy receipts are only fair.

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese Remains Steady

Winnipeg.

CHEESE.—The cheese market is very firm and prices remain unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Pure Lard is Firm

Winnipeg.

LARD.—The lard market remains firm with no change in prices of either lard or shortening.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails.	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	6 05
Do., tierces of 400 lbs., per lb.	....	0 26½

Egg Prices Stiffening

Winnipeg.

EGGS.—This week found the egg market stiffening and supplies are very light. Fresh eggs are quoted at 55 to 60 cents a dozen, with candled eggs around fifty cents per dozen.

Fish in Good Demand

Winnipeg.

FISH.—The demand for fresh fish is very active and supplies are considered very good.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 17
Fresh Trout	....	0 22

PRUNE CROPS ARE LOOKING SPLENDID

Chas. Shields, Queen St. West, Toronto, has returned from a six weeks' trip to Winnipeg, Vancouver, Seattle, Oregon and California. Mr. Shields stated that the prune crops in Oregon and California are looking splendid and that growers are anticipating a big crop, with prices ranging on a par with last year. Mr. Shields spoke encouragingly of the crop prospects throughout the Western Provinces, and stated that although business at the present time is fairly quiet, the merchants are looking forward to business booming this coming fall and winter.

TONS OF CHERRIES ARE EXPORTED TO NEW YORK

St. Catharines, Ont., July 21.—Cherries literally by the ton are being shipped from this district to the canning factories of New York state. Recently a truck was so heavily laden with cherries that the authorities at the Queenston Bridge insisted that the driver unload part of it and make two trips across. The fruit was being forwarded from the local cold storage plant to Middleport, N.Y.

There is great danger of quantities of cherries going to waste. Purchasers who are willing to pick their own cherries can purchase them at the orchards for little or nothing this week.

Your Customers will be glad to get

Our New Book—

"Saving Without Sacrificing"

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

We distribute them through the Retail Dealer as follows :—

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, "Saving Without Sacrificing," is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL - HAMILTON

Please send me a supply of your illustrated folders advertising "Saving Without Sacrificing," which I shall be pleased to distribute among my customers.

Name .....

Address .....

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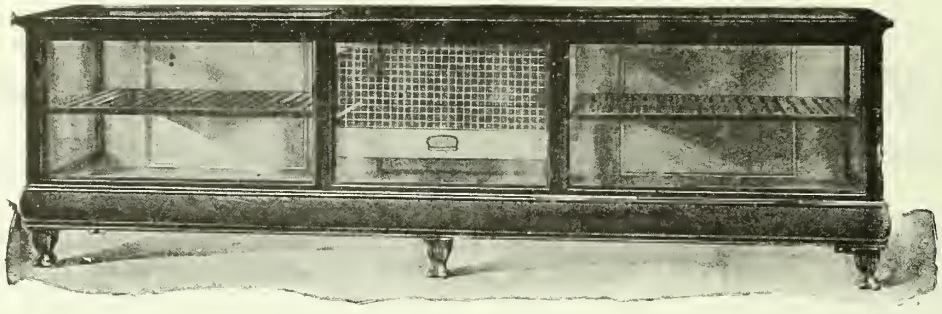
ARCTIC

REFRIGERATORS *for* GROCERY STORES



We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

John Hillock & Co., Limited

Office, Showrooms and Factory: 154 George St., Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa
J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.

Salt Plant, Windsor, Ontario.

THE CANADIAN SALT CO., LIMITED.
Windsor, Ontario.

Our ever-increasing trade is built on manufacturing only the best. Your trade must be built on selling the best.

The quality of our salt gives you a reputation which brings confidence and custom.

We make the following famous salts:—

WINDSOR TABLE SALT
(For general household use)

REGAL TABLE SALT
(Free running - sold in cartons)

WINDSOR DAIRY SALT
(The butter-makers' favorite)

WINDSOR CHEESE SALT
(The Prize Winner)

NOTED FOR SUPERIOR QUALITY.
Made in Canada.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

27--28c. lb.

PURE LARD

Open Kettle Rendered Quality

GUARANTEED NO. 1 STOCK

Schneider's Guaranteed Bacon

This bacon is delicious for breakfast and other meals—tasty and appetizing. Recommend it to your customers during their purchases.

J. M. SCHNEIDER & SON, LIMITED

KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. *Satisfaction guaranteed on all mail orders*

H.A. COOKED MEATS

Your sales during the warm weather will *not* go down if you carry a line that has a ready call. Picnics and Motor Trips are popular and consequently there is always a demand for cooked meats. H. A. BRAND COOKED MEATS are all they are represented to be—wholesome and appetizing.

H·A BRAND

Remind your customers of this delicious summer food by keeping a complete stock on hand. We feel sure you will find profit in handling H. A. Brand products and customer satisfaction.

THE HARRIS ABATTOIR COMPANY, Limited

TORONTO, CANADA

Remember this—that you make your profit on quick-selling goods. The longer a product stays on your shelves, the less money there is in it for you.

The reason DEL MONTE Products are such good profit-makers is because they keep moving off the shelves almost as fast as you take them in stock. Their well-known high quality and our extensive advertising assure you steady, easy sales and quick turn-overs.

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PEELS

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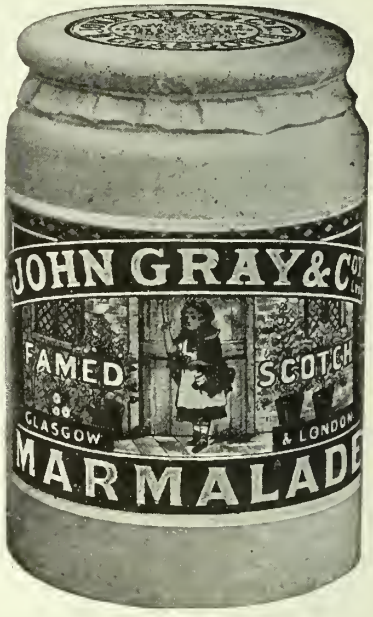

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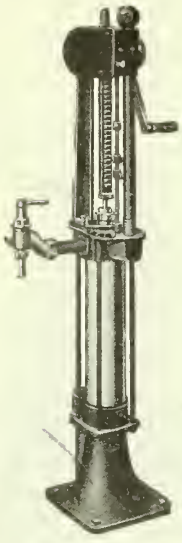

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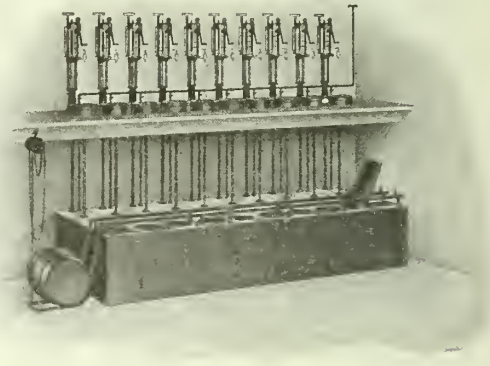

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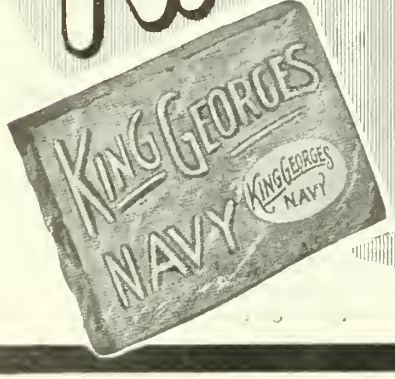

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Which accounts for the ever-increasing circle of tobacco users who use this palatable chew.

There are a number of men in your comunity who will come to your store once they know you sell King George's Navy.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Nobility Chocolates

"Worthy of the Name"

will

Build Up Your Candy Trade

Your customers will like "NOBILITY" Chocolates because they are right. The same can be said of our line of creams and pan candies.

The above illustration is that of the "home" of Nobility Chocolates.

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Nobility Chocolates, Limited - St. Thomas, Ont.

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Maclure & Langley, Limited, Montreal, Winnipeg

Put Gold Dust packages where your customers can see them.

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Gold Dust is a Canadian product that Canadian women want. Our advertising has created the demand.

Let the women see Gold Dust on your shelves and the turnover will take care of itself.

THE N.K. FAIRBANK COMPANY

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The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

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The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

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Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

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WALTER WOODS & CO.
HAMILTON AND WINNIPEG

A Regular Seller

People who buy Marsh's Grape Juice once will find it an inviting selection again and again.

Made from the pure Concord Grapes.

Display a few bottles, at least, to assist you in profitable sales.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Garton's CUSTARD

Sole Agents:
W. G. PATRICK & CO., Ltd.
Toronto Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

'O.K.' SAUCE

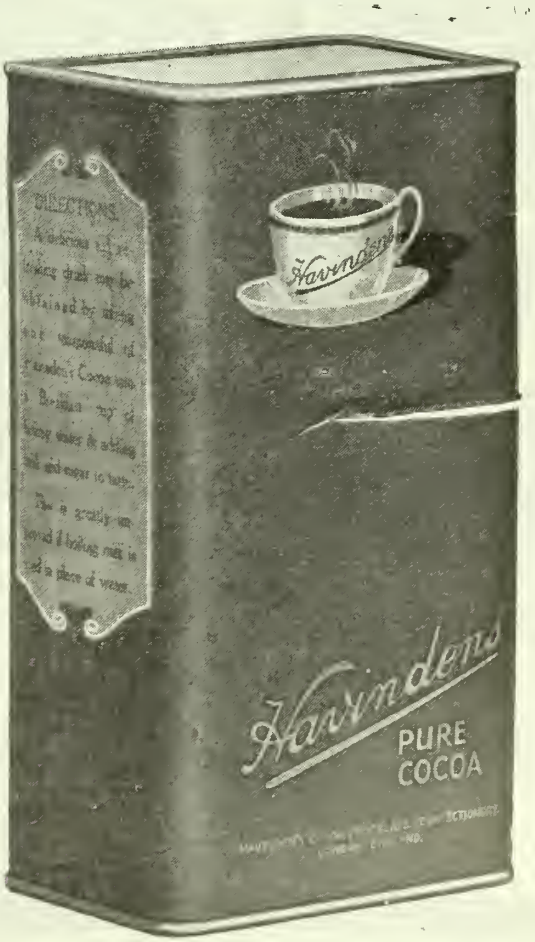
FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 323 Garry Street	Bowring Bros. & Co.	J.W. Gorham & Co.



Nearly 1100 Meals a Year!

And in nearly every one of them the housewife is wondering how she can supply the element of variety, so important for health.

Do your customers really appreciate the high nutrition value of macaroni? Tell them. Suggestions sell goods.

Remind them it contains more energy units than meat or eggs and you can sell it for half the price of choice meat cuts.

Sole Selling Agents:

Sainsbury Bros.

Toronto, Vancouver, Winnipeg, Montreal, Halifax

Superior Brand Macaroni

The Superior Macaroni Co., Ltd., Toronto, Ont.

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT

THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.

CREAMY — DELICIOUS & NOURISHING

EXCELLENT FOR CHILDREN AND INVALIDS

AND FOR FLAVOR, nourishment and genuine Value there is no Preparation sold on the Canadian Market to Compare with this delicious Double Cream Custard.

It is extensively advertised in best Canadian Homes and preferred to all other Makes by the best and majority of Consumers.

THE HARRY HORNE CO., LTD., TORONTO, CAN.

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

Possess a tempting flavor. From the waters of NORWAY come CROWN BRAND Sardines.

The price is moderate and your customers will like them. Summer luncheons easily and quickly prepared.

A stock on hand will help your profits.

Consult your wholesaler

Canadian Agents

John W. Bickle & Greening
Hamilton Ontario

APROL
SELLING IDEA No. 9

Have your wife bake a nice layer cake, and show your customers the results of

APROL

Let them taste it. Then the sale follows.

APROL is made from pure fruits, and is nutritious and healthy.

Be sure you try these ideas. They are producers.

Are you handling all sizes.

Order from your wholesaler

W. J. BUSH & CO.
(CANADA) Limited
National City, California
Montreal Toronto

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

"You Must Keep Books"

To obtain full benefit of your insurance.

To make a clear statement to your banker.

To make a correct income tax return.

To have your business at your finger tips.

Have your buying, expenses, sales and retail credit tabulated monthly.

It saves time and worry.

It builds confidence in your ability.

In fairness to yourself, and in justice to others, Keep Books.

Price $12.50 for a Ten Years System
On and after Aug. 1st, $15.00

SANDERSON-YORKE SYSTEM

26 Manchester Avenue, Toronto, Ont.

Thirsty Days

There is not a day in the Summer months when your customers don't want some of O'Keefe's refreshing beverages. If you carry a good stock and feature them on your shelves, you build up a profitable Summer trade which will continue throughout the year.

O'Keefe's
BEVERAGES

have no equal for purity, quality and refreshing tang. Our Soft Drinks and Imperial Brews provide for every taste and requirement. The following are in constant demand. Imperial Brews:—Ale, Lager and Stout. Soft Drinks:—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, Etc.

IMMEDIATE DELIVERY OF ORDERS.

O'KEEFE'S -- TORONTO

Phone: Main 4202

CHICKEN HADDIES
REGISTERED

The Ideal Summer Food

Cooked Ready to Serve

CHICKEN (Lily Brand) HADDIES

Firm, delicious, nourishing — Chicken Haddies are a food greatly in demand at this season.

Packed before they have lost an atom of their fresh, ocean flavor, under conditions of scrupulous cleanliness, they are everywhere recognized as the ideal sea-food for all occasions.

Order for the summer season now.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION, Limited

General Office : MONTREAL *Packers of the celebrated Maple Leaf Brand Codfish Flakes*

Champagne de Pomme

A Delicious Beverage

Made from the Juice of Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and 4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT : 140 ST. CATHERINE ST. EAST, MONTREAL

Start This Endless Chain

Mrs. Smith is delighted with the Mapleine you recommended to her.
It makes such delicious maple-tasting frostings and dainty desserts she tells neighbors and friends about her "find."
What happens? These same neighbors and friends come to you for *their* bottle of

Mapleine

Because it's a treat for maple-loving people, one sale brings an endless chain of sales.

Order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-578

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

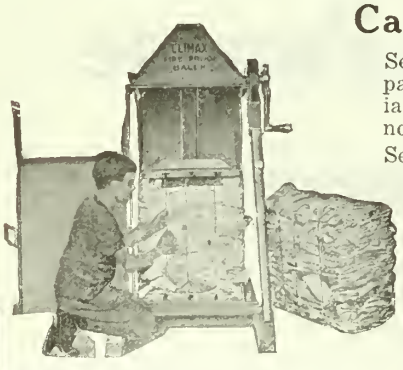
Finest Package on the Market

Bonne Sante Products Ltd.
9 Iberville St. Montreal

AGENTS WANTED

Sell Your Waste Paper,

Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.

Send for catalog of

"Climax" Steel Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B
Chadwick & Co., Toronto, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.
CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario
Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F.,, 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal
KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40-lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
4 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15

Coffee

Candidly we are putting out a very fine article in our Monarch Coffee. People who are drinking it think that there is nothing that will compare in quality. We know of cases where dealers after handling it and have succumbed to the blandishments of fluent salesmen for other kinds, have displaced it with brands said to be just as good and which would show a little more profit, pestered continually by their customers for the Monarch brand, and actually compelling them to get back into the Monarch Coffee groove which always leads to satisfaction.

After all a satisfied customer is one of the best assets a dealer can have for any line—but when it comes to Coffee, a satisfied customer is worth more to you than perhaps for any other article, for the average drinker does remember a good cup of Coffee and thinks of the next one that he is going to have.

	Cost	Sell
½ and 1 lb. Tins - -	50	60

Send us a trial order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

HOLBROOKS

Imported

WORCESTERSHIRE SAUCE

Made and Bottled in England

Your customers' desires for something tasty may be satisfied by your recommendation of HOLBROOKS Imported WORCESTERSHIRE SAUCE when purchasing Ham, etc.

Display "Holbrooks," a meat sauce that cannot be surpassed.

Try it!

Holbrooks, Ltd.

Toronto and Vancouver

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATINE	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes. 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montrea.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

New Apples

Delaware apples in Hampers are now arriving—Transparent. Variety—Quality excellent.

California Bartlett Pears

Our first car of these delicious pears is due Monday. Followed by regular arrivals.

Also California Plums, Canteloupe, Georgia Peaches—Tomatoes, Local Cherries, Raspberries, etc.

White & Co., Ltd. - Toronto

for FANCY FRUITS

CALIFORNIA FRUITS

Peaches Plums Apricots

Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph ***Established 1861*** **Ontario**

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's

COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company

169 William Street, Montreal

COSGRAVE'S PURE Malt Vinegar

Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
Toronto

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.
OWEN SOUND - - ONTARIO

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request

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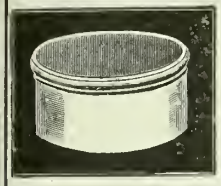


STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

FREIGHT RATES TO BE INCREASED

Freight rates are to be increased 30 per cent. in the very near future. This increase will naturally mean that many lines of commodities can also be expected to advance to take care of the increased freight rates. It looks as though some lines will bear an increase of 60 per cent. For instance the freight on grains would be increased 30 per cent. in transporting to the mills and products of these grains would again bear the increased freight in transporting to the various distributing centres. Whether manufacturers will partially absorb this increase, nothing can be learned with definiteness. However, there is one thing positive, and that is that a large portion of the increase in freight rates will be added to the cost of the goods.

REFINED SUGAR

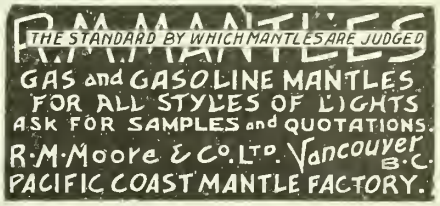
PROMPT SHIPMENT

Write for Prices

JOHN GARVEY & SONS
Wholesale Grocers
LONDON, ONT.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


R.M. MANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

If You Want
TOP MARKET PRICES
for your shipments of
DAIRY BUTTER
EGGS AND LIVE POULTRY
ship to
Crescent Creamery Co.
Limited
WINNIPEG — MANITOBA
Correct Weights — Daily Remittances

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — MALE OR FEMALE, EXPXERIenced clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE IN COUNTRY village. Old-established business. No competition. Turnover 35 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

WANTED — REPRESENTATIVE WHOLESALE jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

WANTED — GROCERY BUSINESS IN GOOD town or small city, stock around $5,000. Full particulars first letter. Box 192, Canadian Grocer, Toronto.

WANTED EXPERIENCED Traveller with connection by old established Packing House for ground between Toronto, Ottawa and Montreal, and the Ottawa Valley.. Apply to box 190, Grocer, Toronto.

WANTED—EXPERIENCED MANAGER FOR established wholesale grocery. Must be shrewd buyer and be well recommender. State salary. Box 194, Canadian Grocer, 153 University Ave., Toronto, Ont.

SPLENDID OPPORTUNITY

Excellent Chance for Energetic Man Acquainted with Grocery and Jobbing Trade in Manitoba and Saskatchewan.

A position open with a well-known organization marketing a long established line. A vigorous sales and advertising campaign is to be instituted in Manitoba and Saskatchewan. To qualify, you must have had sales experience in this territory; must be a top-notch salesman and possess sufficient executive ability to organize and direct other salesmen under your supervision.

The position is permanent and it will pay a good salary. Write immediately, giving qualifications in full. All replies will be treated confidential. Box 371, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GOOD COUNTRY BUSINESS. Stock, store, outbuildings and residence. Particulars apply to W. Geo. Gauley, Vars, Ont.

WHOLESALE GROCERY BUSINESS FOR sale in one of the best locations in the Maritime Provinces. Best of reasons for selling. Unless you mean business do not write. "Wholesaler," Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—EXCELLENT GROCERY STORE property in thriving farming centre in Middlesex County. For further particulars, write S. B. Arnold, Barrister, Chatham, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

PLEASE MENTION THIS PAPER

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

CATSUP THAT WILL KEEP
IS MADE FROM
PARKE'S CATSUP FLAVOR AND PRESERVER

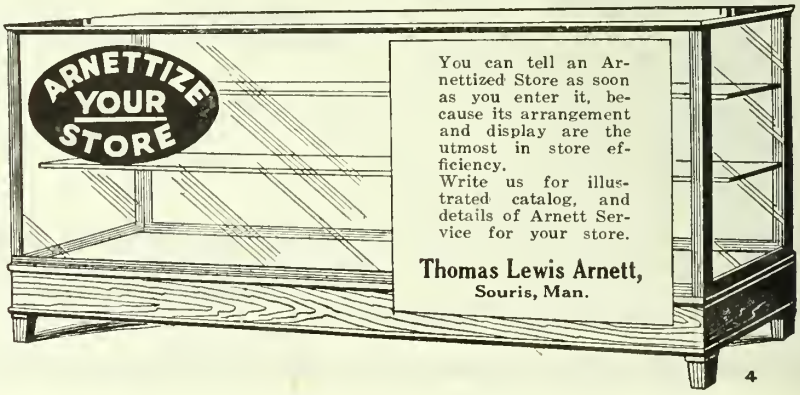
A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

NO ADDITIONAL SPICES REQUIRED

Retail price 25c per bottle
One bottle is enough for a bushel of tomatoes.

Wholesale Price $2.25 per Doz., $27.00 per Gross

PARKE & PARKE, LIMITED
McNab St. and Market Sq., HAMILTON, ONT.



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

4

Suggestions

for Campers' Trade

It is not always convenient for campers to obtain a regular supply of fresh meat—nor have they the facilities for keeping it. That is why

Swift's Premium Ham

meets so many holiday requirements. It keeps well where fresh meat is impracticable, and provides a variety of delightful meals in handy form.

The most profitable way for you to handle hams is to *sell them whole*—this is also the most economical way for consumers to *buy them*—for they can *bake the butt, boil the shank*, and *broil or fry the centre slices*—without waste to them or you.

Make a prominent display of Swift's Premium Ham during the holiday season—it will pay you.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JULY 30, 1920 No. 31

The "After-Dinner" Candy, which is so irresistible that it has become one of the most popular confections for "between meals."

Pascall

CRÊME DE MENTHE

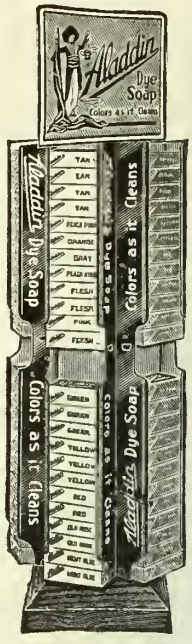
(NON-ALCOHOLIC)

The rapidly-growing custom is one or two Pascall Creme de Menthes immediately after dinner or lunch, and then another one or two more for the sheer pleasure of it.

Pascall Creme de Menthe possesses the true liqueur flavour and while excellent as a sweetmeat, is valuable as a digestive.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested.

Aladdin Dye Soap



ALADDIN is the magic color-maker which will wash and dye at the same time, any fabric that water will not injure—from finest silks to coarsest cottons and cotton mixtures.

ALADDIN is as reliable as a perfect Dye Soap, as O-Cedar is dependable as a brilliant floor and furniture polish. The excellence of both is guaranteed by the makers of O-Cedar Polish.

Order 1 gross of ALADDIN and receive the handsome ALADDIN Revolving Display Stand. A real sales-maker that forms the link-up between the extensive ALADDIN newspaper advertising and your store. It keeps the stock clean and makes it easy to handle. Takes up very little room; a valuable asset for your counter. ALADDIN comes in 18 beautiful colors. Sells for 15c a cake.

Name your jobber when ordering.

Channell Chemical Co., Limited, Toronto

Distributors of Aladdin Dye Soap **Makers of O-Cedar Products**

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Feature *Bordens* in your summer displays---it pays

More women each day are learning that Borden's Milk is an absolute necessity and that its use, especially during hot weather, is most economical.

Its great convenience for campers, picknickers and at summer resorts or for general household use has made it a most profitable and active selling summer line and worthy to be featured most prominently in all your summer displays.

The Borden Co., Limited
Montreal

Eagle Brand Condensed Milk
St. Charles Evaporated Milk
Reindeer Condensed Coffee
Condensed Cocoa
Borden's Malted Milk

Borden's

Canada's National Milk

CLARK'S ROAST BEEF

Mr. Grocer, is well worth featuring at this season. Finest selected Beef, deliciously cooked and pressed to make slicing easy. Economical for your customer and a business getter for you.

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A piquant and satisfying dish prepared from the very best of ingredients. Is both appetizing and nourishing yet moderate in cost.

The CLARK "GOOD THINGS" are all sellers

Made in Canada - By Canadians

W. CLARK LIMITED, MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, **in transit to Vancouver**—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations upon Application

J. ARON & COMPANY, Inc.

NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.

Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

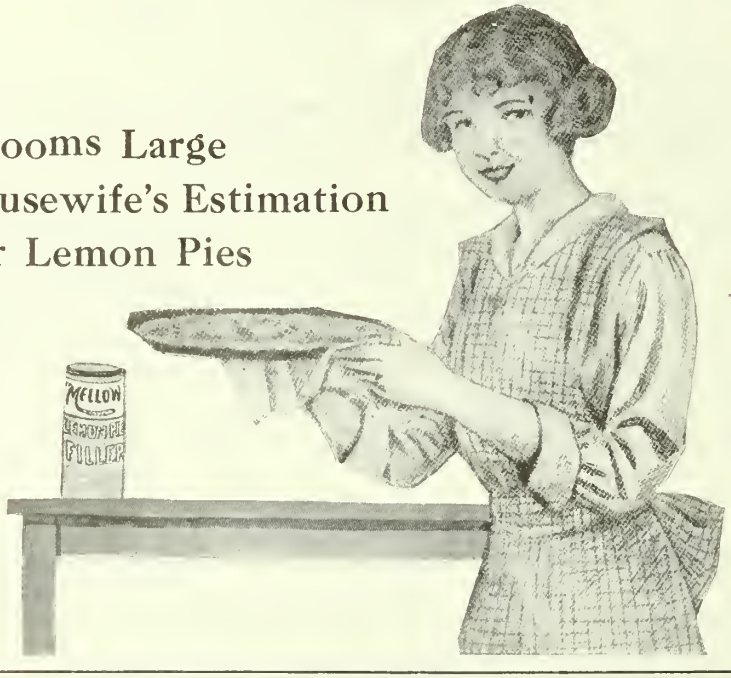
Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Do You Sell Mellow

Looms Large
in the Housewife's Estimation
for Lemon Pies



Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

I Want a Job at $5.00 per Week

I WILL give a new "tone" and style to your store—I will show 31 of your best sellers in my attractive little display windows—I will hold about 2000 pounds of food; and protect every pound of it from dirt, flies, vermin, etc. I will work for you constantly without complaint—for I'm built on big, strong lines for heavy duty.

In a short time you will own me, and you will wonder how you ever ran the store without me. I will save you steps, and save you money. Try me!

Sell Food By Weight

The Sherer Sanitary Grocer Counter

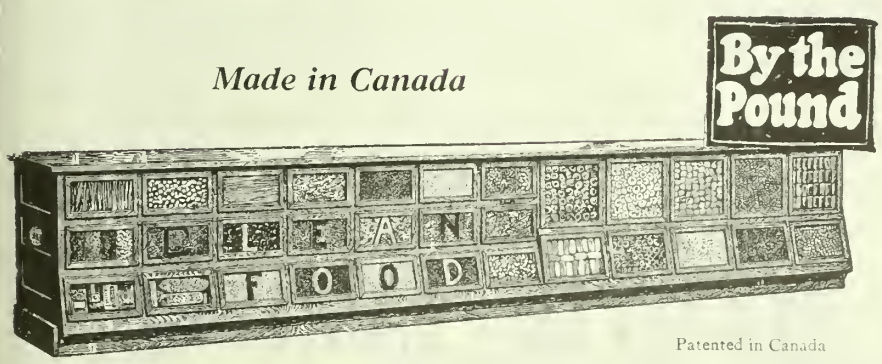
DIMENSIONS

Length 15 ft. 8½ inches
Height 33½ inches
Width 28½ inches

CAPACITY

31 display pockets
31 handy drawers
Holds approximately
2000 pounds of
bulk goods

Made in Canada



Patented in Canada

The Famous No. 66

Sherer Gillett Co., Dept. 57
Guelph, Ontario

Send us particulars and terms.

Name .....

Town .....

Province .....

The Sherer Gillett Co.

Guelph, Ontario

Before the Freight Increase

The freight congestion is getting worse every day as rolling stock decreases and demands for freight cars increase. Soon farm districts will ask more cars to move the crops. Then the real difficulty will come.

Merchants who have not yet provided for ample stocks to carry them over that period will suffer heavily from lost sales. There will be no rush delivery available at that time. Provide for this contingency now by laying in sufficient supplies till December.

If your stocks are low in any of the following lines, replenish them at the attractive prices quoted below:

I. C. B. Gallon Apples, 6 gallons	5.50	doz.
Good Pastry Flour 98	7.00	bag
Standard Evaporated Apples, 40 lb.	.18½	lb.
Good Siam Rice, 100 lb.	14.00	bag
First Choice Chum Salmon, 48/1	7.00	case
First Choice Chum Salmon, 25 cases	6.75	case
First Choice Chum Salmon, 50 cases	6.50	case
Standard Brands Pink Salmon, 48/1s	9.00	case
Standard Brands Pink Salmon, 96/½	9.00	case
Victor Brand Blueberries, 48/1 tins	1.50	doz.
Victor Brand Blueberries, 96/½	.95	doz.

Net 30 days *ex* store, Montreal. Subject if in stock and to change price without notice.

LAPORTE MARTIN LIMITEE

Wholesale Grocers

584 St. Paul St. West - - - Montreal

Place your order now for this season's pack of .....

E.D.S. Raspberry Jam

There is only one thing you'll be sorry for after you receive your order of this superb new pack and that is—you'll be sorry you didn't order more.

Made from the finest berries of this year's crop and pure cane sugar in the same incomparable E.D.S. way that has made E.D.S. Jams everywhere such active sellers — at your wholesalers.

E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS :

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.
IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do. *Write us and let us demonstrate.*

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Purnell's

England's Best

Pure Malt Vinegar

Pickles & Sauces

Speciality B V Fruit Sauce

Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

No 18 Refrigerator

Ask Yourself These Questions!

1. How can I increase my sales of perishable foodstuffs?
2. Am I getting all the profit out of my cooked meat sales?
3. Are my perishable goods well displayed in the most sanitary manner known to science?

If you don't know how to answer the first and if you can't answer yes to the latter two—write us.

We have some literature that will interest you

EUREKA

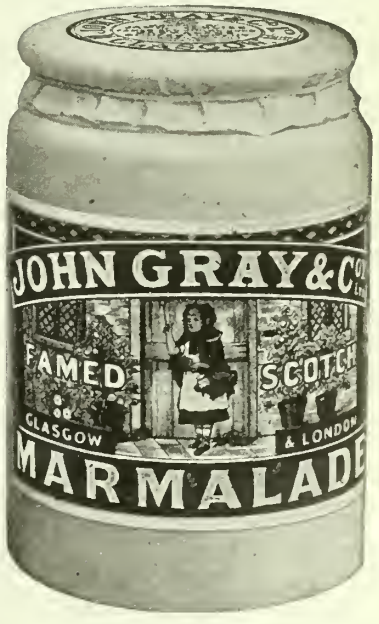
Refrigerator Co., Ltd.
Head Offices and Factories: Owen Sound
Branches: Toronto, Hamilton, Montreal

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow
Established over a Century

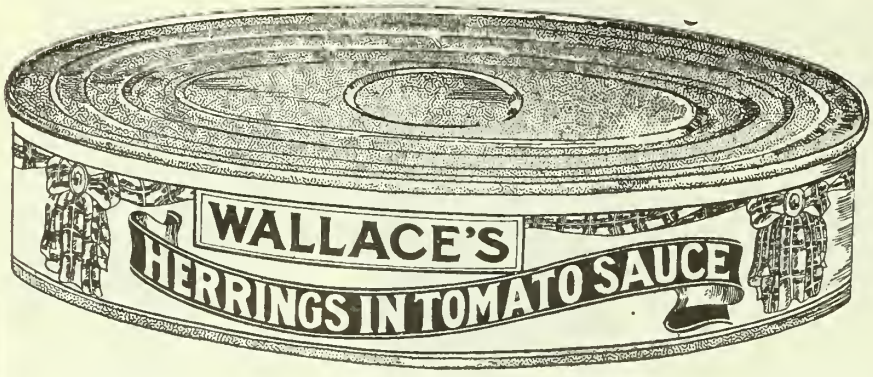
Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd.. Toronto

A Cigar Maker or Tire Manufacturer May Market Seconds



But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

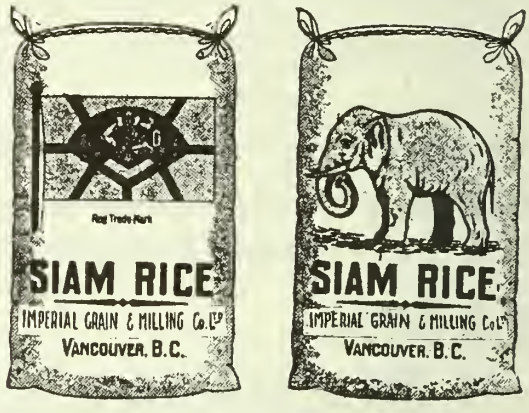
Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

ALWAYS A GOOD SELLER

SEALED BOTTLES
25c and 15c RETAIL
TORONTO VIN GAR WORKS
TORONTO

COSGRAVES PURE MALT VINEGAR

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

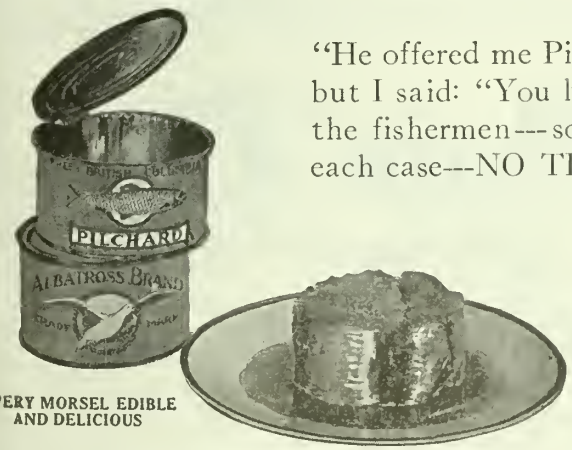
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manf's. Agent
HEAD OFFICE: REGINA, SASK.
Track warehouse in connection
Let PRITTY represent you in Saskatchewan
A purely Western organization with an excellent reputation.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C



EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen---so I guess you save a dollar's worth of labor on each case---NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED - VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

THE McLAY BROKERAGE
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C, 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

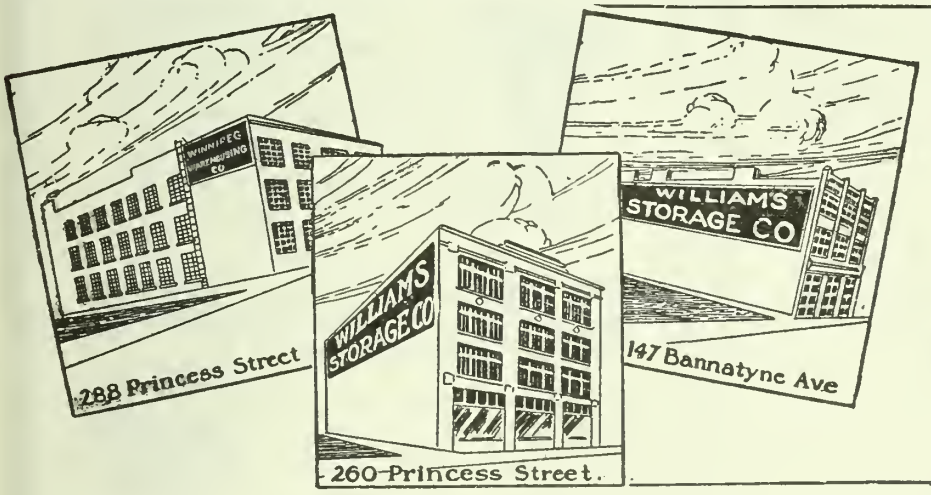
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Western Canada

Our Detail Salesmen are in touch with all Western Canada retail grocery and drug trade and can place your line to the best advantage.

GIBSON, PATERSON, BROWN Ltd.
Winnipeg Calgary Vancouver

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY - COMMISSION BROKERS
34 DUKE ST. TORONTO
ONE GOOD LINE OF
FOOD PRODUCTS WANTED
EXCELLENT MARKETING FACILITIES

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE 1 LOGGIE, SONS & CO. SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

To get business you must go after it. Others do it through this section —why not YOU?

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
229 Notre Dame Street West
Our Agents:
Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B
Chadwick & Co., Toronto, Ont.

Sell Your Waste Paper,
Cardboard, etc.

Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
85 St. Peter Street, - QUEBEC
I am buyer of Peas and Beans of all kinds
Mail Samples and Prices

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
73 McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

SHEPHERD-MOTT CO.
AGENTS for QUALITY
REPRESENTING
WENTWORTH ORCHARD
RUSSELL MURRAY
HARRY HORN
Successors to
SHEELY MOTT CO.
3 ST. NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP.
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

MARITIME PROVINCES

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

In Writing Advertisers Please Mention This Paper.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces, we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

There's Good Money For You In "BUBBLES"

MADE IN CANADA — PATENT APPLIED FOR

The dandy new drink with the DIFFERENT flavor

Our Range of High Grade Soft Drinks

Bubbles
Ginger Ale (Dry)
Ginger Ale (Belfast)
Ginger Beer
Cream Soda
Sarsaparilla
Yor-Kolo
Lemon Sour
York Soda

There's good money in the soft drink trade provided you sell a line of good quality. To sell a poor drink is to kill business; but every bottle of York Beverages you sell makes a friend of your customer—because it has the quality and flavor that he appreciates. Send us a trial order for the matchless "Bubbles" and our other high-grade soft drinks. We are as sure of your "repeats" as we are that dawn follows the dark.

York Beverages Limited
46 Colborne St. Toronto

SOMETHING NEW!

PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED
HAMILTON, CANADA

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 323 Garry Street	Bowring Bros. & Co.	J.W. Gorham & Co.

SPRATT'S

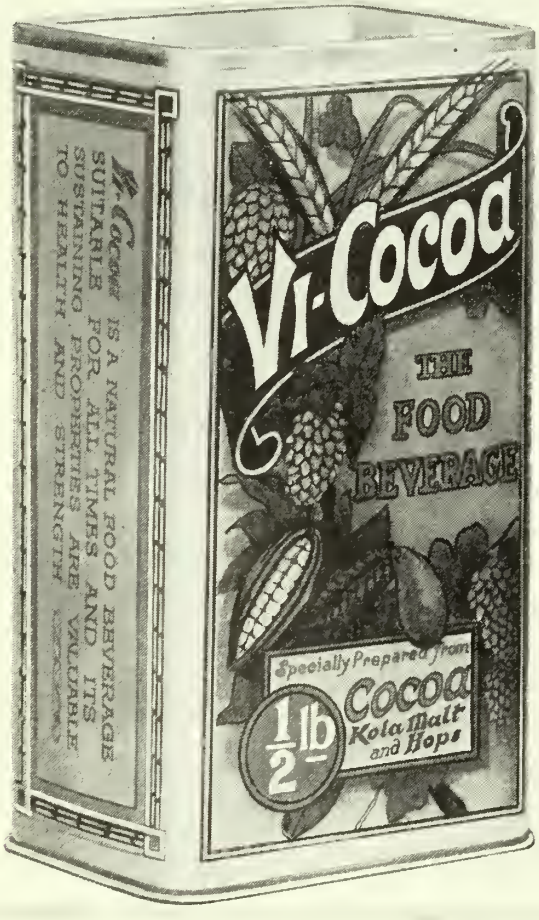
Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England


Vi-Cocoa
THE FOOD BEVERAGE
Specially Prepared from
Cocoa
Kola Malt and Hops
½ lb
Vi-Cocoa IS A NATURAL FOOD BEVERAGE SUITABLE FOR ALL TIMES AND ITS SUSTAINING PROPERTIES ARE VALUABLE TO HEALTH AND STRENGTH

TEA LEAD

(Best Incorrodible)

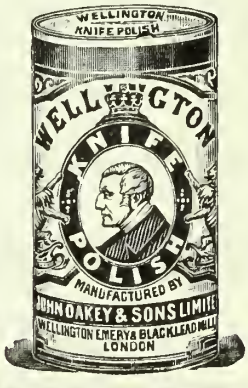
Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 323 Garry Street Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.
Carton's Custard is being widely advertised and is certain of a steady and increasing demand.
Sold in cartons and tins.

Garton's CUSTARD

W. G. Patrick & Co., Ltd.
Toronto Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

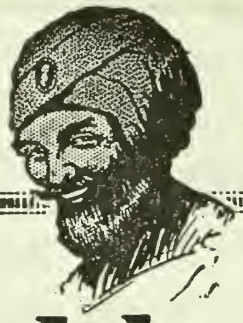
1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

DIRECT  SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET, LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Peek Frean & Co., Limited

Biscuit Manufacturers

LONDON -:- ENGLAND

FOR

GOODNESS SAKE

EAT

PAT-A-CAKE

Send a Card to the Agents for Samples and Prices of This and Other Popular Lines.

Montreal District—F. L. Benedict Co.
Read Building, Montreal

Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World

PAT-A-CAKE

It Sells Everlastingly

From the grocers' standpoint this is the chief recommendation in favour of

"SALADA"

To achieve this unique distinction we have kept faith with the public for 30 years by giving them sterling good quality of an unvarying standard. Our reward is in the tremendously increasing sales year after year.

SALADA TEA COMPANY OF CANADA, LIMITED

PEARS—PEACHES—PLUMS

California Plums and Bartlett Pears, California and Georgia Peaches. Best Varieties. Now Arriving.

APPLES

Delaware Transparents and Early Williams in Hampers. Domestic Early Varieties in Baskets.

TOMATOES—CUCUMBERS

Canadian Field Grown now more plentiful.

NEW CABBAGE, CARROTS, BEETS, BEANS

FINE QUALITY, CANADIAN NEW POTATOES

We Handle Every Kind of Domestic and Imported Fruit and Vegetables—Fresh Arrivals Daily

Peters, Duncan, Limited

88 Front St. E., Toronto Branches: North Bay, Sudbury, Cobalt, Timmins

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada.

It is a very handy guide for traveling salesmen and copy will be sent to anyone connected with the grocery business without charge. Regular price 10 cents per copy.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto Phone A. 5740

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO BUY A REMINGTON TYPEWRITER

I am a subscriber to Canadian Grocer and do not see any advertisement where I could buy a Remington Typewriter, you would oblige very much by giving this information.

A. BARTER,
Lime Ridge, Que.

Answer—Remington Typewriter Co., 144 Bay St., Toronto, Ont.

SHELLED NUTS

Kindly advise me of the city address of a wholesaler or jobber handling various kinds of shelled nuts, pecans, etc.

GEORGE O. REED,
85 Shuter St., Toronto.

Answer—For wholesalers handling various kinds of shelled nuts, pecans, etc., we would refer you to H. P. Eckardt & Co., R. B. Hayhoe & Co., and for brokers, W. G. Patrick & Co. and Eugene Moore, all of Toronto.

WINTER APPLES IN CAR LOTS

Can you give address of any firm shipning winter apples in bulk and barrels, car lots, direct to retailer?

COUNTRY MERCHANT.

Answer—The following firms ship winter apples in bulk and barrels, car lots, direct to the retailer: Lemon Bros., Owen Sound, Ont.; H. M. Hambidge & Co., Alymer, Ont. Also try Hugh Walker & Son, Guelph, Ont.

BERRY BOXES

Kindly advise us, if possible, as to where we could secure berry boxes.

THE HARDING CO., LTD.,
St. Thomas, Ont.

Answer—S. H. Moore & Co., Toronto, are agents for the B.C. Mfg. Co., and are writing you to-day with quotations Also Oakville Basket Co., Oakville, Ont. Your local seed merchant might handle these, too.

WOODEN MEASURES

Will you kindly tell us where to buy wooden measures?

WILSON GROCERY CO.,
Kamloops, B.C.

Answer—We believe you could obtain these from the following firms: Walter Woods Co., Ltd., Hamilton, Ont.; E. B. Eddy Co., Ltd., Hull, Que.; Keenan Woodenware Mfg. Co., Owen Sound, Ont.; Czerwinski Box Co., Ltd., Winnipeg, Man.

AGENTS FOR PURITY CROSS PRODUCTS AND MANUFACTURERS OF PRINTING OUTFITS

Please give me information on the following: Western agents for Purity Cross Meats; Manufacturers of show card printing outfits suitable for grocery?

JOHN A. WRIGHT,
Box 474, Melville, Sask.

Answer—For Western agents for Purity Cross Meats we would refer you to W. G. Patrick & Co., Winnipeg, Man.

For show card printing outfits the following would be able to supply you: Reliance Ink Co., Winnipeg, Man.; Artists' Supply Co., 77 York St., Toronto, Ont.; C. W. Mack & Co., Toronto, Ont.

MAILING CASES FOR SAMPLES OF MOLASSES IN BOTTLES

Where can we obtain mailing cases suitable for small samples of molasses in bottles?

The Dominion Molasses Co., Ltd.,
Halifax, N.S.

Answer—We believe you could purchase these from the following firms:

LEATHER

Christie Bros. & Co., Amherst, N.S.; Lamontagne Limited, Montreal, P.Q.; W. A. Hodgson, Montreal, P.Q.

WOODEN

Keenan Woodenware Co., Owen Sound, Ont.; G. & J. Esplin, Montreal, P.Q.; Holmes & Arpin, Montreal, P.Q.

CORRUGATED PAPER

Elliott Manufacturing Co., Toronto, Ont.; Matin Corrugated Paper & Box Co., Toronto, Ont.

Congratulations, Sir Thomas

As admirers of good sportsmanship, the T. H. Estabrooks Company Limited, extend congratulations to Sir Thomas Lipton and the crew of the Shamrock, irrespective of victory or defeat. The leading tea merchants of Canada take a peculiar personal pride in the spirit of sportsmanship animating the great tea merchant of London.

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UPTON'S 1920 PACK

PURE STRAWBERRY JAM

NOW READY

Fresh, ripe, luscious strawberries, the finest products of the great Niagara fruit belt. Packed as only Upton's can pack—with all the skill and knowledge of twenty-five years of superior jam making embodied in every jar. Order your supply to-day.

THE T. UPTON Company

LIMITED
HAMILTON, CANADA

Selling Agents:

S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

MUSTARD

is a steady seller all the year round, but is particularly in demand during the *Summer*, when cold meats and salads are much in favor.

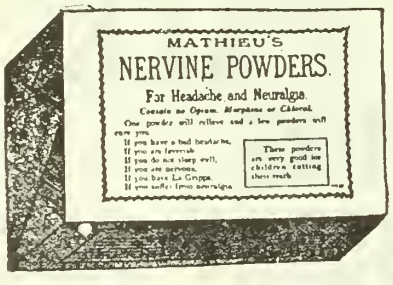
Your customers want either

COLMAN'S or KEEN'S Brand

No other will satisfy them.

Canadian Agents:

MAGOR, SON & CO., LIMITED, Montreal, Toronto



Grocers' Profits

—are subjected to increase through handling and displaying a profitable line, such as Mathieu's Nervine Powders. These should be recommended for Headaches, Neuralgia, Nervousness, Fevers, etc.

The greater the satisfaction to your customers the brighter will be your future business prospects.

We advise an order to-day to ensure Early Shipment.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

CANADIAN GROCER

VOL. XXXIV TORONTO, JULY 30 No. 31

Is Sugar Due for an Early Decline?

Raw Sugar Market Shows Further Weakness This Week, and the Opinion Generally Prevails that the Peak Prices of the Refined Article Have Been Reached—Many Believe that Trend Will Now Be Downward.

THE raw sugar market has shown further declines this past week bringing the price down to 15 1-2 cents per pound cost and freight New York. It is the general opinion among the trade that the peak prices for refined sugar have now been reached. Wholesalers are reluctant to stock up at these figures and many are of the opinion that from now on, the trend will be downward. On the other hand refiners state that there can be no lower prices for some time. Refiners are now working on high price raws, and even at to-day's cost of raws laid down in Montreal would warrant keeping refined at the present prices. However the fact remains that raw sugar has greatly receded. Some six or eight weeks ago raws were selling around 23 cents cost and freight New York and were scarce at that price. To-day the situation is reversed and there are more raws arriving than refineries are willing to buy.

Raw Sugar Much Easier

Willett & Gray, in their weekly sugar report of July 22, has the following to say of the raw sugar situation:—

"The easier market conditions which were noted in our previous report have developed into a decidedly weak situation, and with considerable pressure on the part of holders to dispose of sugars at a time when refiners are not in position to absorb the offerings. As we went to press last week the market quotation for Cubas was 17.25c c. & f. and for Porto Ricos 18.31c, but since then sharp declines have been established and after sales at 16c c. & f. for Cubas and 17.05c for Porto Ricos, the market has further declined with small sales at 15.50c c. & f. (16.55c) and as we go to press the market is irregular but somewhat steadier with sales of full duties reported at the 15 1-4c c. & f. basis for Cubas, and sales of Porto Ricos at 16.55c. i. f. the basis of 15.50c., c. & f. for Cubas. These purchases were made by the American.

Reselling Foreign Sugars

The chief cause of the decline has been the disposition on the part of wholesale grocers, manufacturers and jobbers to resell a large part of their foreign white and refined sugars, of which quite a considerable quantity was purchased by trade during the past few months. It appears that in many instances these buyers had overestimated their wants, and they now apparently have more sugar than they can conveniently handle and for this reason are trying to dispose of their holdings at the least possible loss. The free offering of this class of sugar has naturally affected the demand for American refiners' product, and hence puts these refiners in a position where they are not desirous of securing any additional raw supplies until they can see their way clear to dispose of their refined output."

BROKER MAKES BIG SALE OF SUGAR TO BUFFALO

It was reported that one broker in Toronto sold seventeen cars of sugar in Buffalo during the past week. The price at which it was sold could not be learned but the exchange amounted to a considerable figure.

Gives Large Retailers an Advantage

Wholesale Grocers' Association Contends that Present Sugar Profit is Unfair to Small Dealer for the Reason that Refiners Sell Direct to Large Retailers—Average Cost the Wrong Basis for Selling Price.

DISCUSSING recent changes in the Board of Commerce and rulings generally of the same, A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, told Canadian Grocer that the wholesalers objected to certain sections of the order re the selling of sugar. For instance, he stated, section A of clause one restrained and prohibited all refiners from selling sugar to other than wholesalers, manufacturers and retailers. As clause two of the order prohibits the retailer from taking any more than two cents per lb. profit, the large departmental stores who are being sold direct by Montreal refineries at the same prices and discounts as they sell to wholesale grocers are thus compelled to sell their sugar to consumers at $1.05 per 100 pounds less than the regular selling price by the retail trade, leaving the great body of retailers who compete in price a profit of only 95 cents per 100 pounds, or less than one cent per pound.

Large Retailers' Advantage

Thus, as the secretary of the wholesalers' association pointed out in a letter sent to the Board of Commerce, if large retailers are allowed to buy from refiners at wholesale prices, it gives them a most unfair advantage

over the regular retail trade. All retailers who give the public the same service should be charged the same price. The association believes, that the words, "provided always that no discount shall be allowed the retailers," should be inserted in section A of clause one.

The Wrong Basis

Objection is also taken by the wholesalers to clause two, which requires them to sell sugar on the basis of average cost of all sugars actually in stock at time of sale with freight added.

For many years it has been the practice of wholesale grocers to sell sugar at the refinery price ruling at the time of sale. This is part of the equalized sugar rates system, which provides for a uniform selling price on sugar and when refinery prices advance the selling price advances simultaneously, and when refinery price declines the selling price immediately declines, irrespective of quantity of sugar in stock when change in price occurred. The gain through an advance will be offset by the loss through a decline.

By the terms of the Board of Commerce order different prices on the same grade and brands of sugar will occur, and the wholesaler who was a large buyer of sugar and who had purchased heavily before an advance, while not perhaps making more money, would monopolize the entire trade until his stock was exhausted, which competition would seriously injure his competitor.

Consumers in the same locality will be able to buy sugar at several cents per pound less at one store than they can at others, which will divert the business to the cheapest store to the injury of all others—a most unfair condition, and yet a condition which such an order makes it impossible to avoid.

Replacement Value the Basis

The Wholesalers' Association, through its secretary, contends that replacement value is the only basis on which a business can be successfully carried on and urges that clause two of the order be so amended that wholesalers will be permitted to base their selling price on the refinery price ruling at time of sale. No other system can give uniform satisfaction to the public.

Restrict Advances

Furthermore it is the opinion of the wholesale grocers that the Board should not permit the refiners to allow such a large advance in sugar to be made at a time. No increase or decrease in sugar prices should be more than one-half cent per pound at a time, and the refiners with their large stock on hand and purchased, should always be able to restrict the movement in price up or down to this figure, giving a reasonable time between changes in price. The refiners' stated price could then be, and should be, the basis on which the profit should be calculated.

The margin of profit at which the retailer is permitted to sell sugar is not sufficient. A percentage on sales price is the only correct method of calculating profits and we would recommend the retail trade be allowed a profit of at least 12 1-2 per cent.

Shortage of Cans is Acute

Canning Factories Are Experiencing Difficulty in Securing the Requisite Number of Cans to Take Care of the Crops—Tin Plate Market Strong.

THE shortage of cans for canning purposes is causing considerable worry to canners this season, and in a year when the fruit yield is particularly heavy, factories are more or less hampered by the shortage of cans. Growers have been affected to an alarming degree. for the reason that canners refuse to buy because of their inability to get the necessary cans. This uncertainty has resulted in few contracts being made with the fruit growers for peaches and pears, although both fruits promise exceedingly well in the way of crops. Cans, it is stated, are only obtainable from week to week, and manufacturers will give no guarantee of a definite number.

According to the New York Journal of Commerce, the tin plate market is very strong, although the situation has been fairly steady for the past few days, because of the easy position of sterling exchange. The shortage of stocks is still very pronounced, in the face of a very active inquiry.

Watch Sugar Market Closely

J. W. Brown, Manager of Revillon Wholesale Ltd., Edmonton, Alta., Believes That Grocers Should Follow the Market Carefully—Present Profit on Sugar Not Enough.

"OUR experience as jobbers with the retail grocers would lead us to believe that it is not possible for them to do business on the profit allowed on sugar," remarked J. W. Brown, of Revillon Wholesale, Limited, Edmonton, Alta., to Canadian Grocer recently, "unless they are permitted to do as they have always done in the past, make excessive profits on some other lines, to offset the sugar profit."

"As to whether one should follow the market: I would like to say that there is no doubt but what they should follow the market, for this reason: One merchant may have a large quantity of sugar bought at a certain price. We will suppose that the price is advancing. Some less fortunate merchant has to buy on the advancing market. If the one that has the stock does not sell on the advanced price, he will undersell his competitor who was forced to buy at the higher price. If the market was declining, the reverse would be true. In either case one or the other merchant would be in disrepute with his customer and would not make a reasonable profit so that he could replace his stock.

Too Many Rulings

"It occurs to me that the Board of Commerce is either formed of very impractical business men or men who have never been in business at all.

"I think it is about time the retailers and the wholesalers should both send in a tremendous protest against interference in the details of their business. If there are laws to punish criminals, wait until we become criminals before they exercise the law. We have had half a dozen retail merchants who have complained bitterly and say they will go out of business if they have to be hampered by so much control and interference in their business. We feel a little the same way ourselves."

MUNICIPALITIES MAY RESTRICT SALE OF BEERS

Privilege May Be Granted Only to Standard Hotels if Towns and Cities So Decide

Municipalities in Ontario hereafter may, by passing by-laws, limit the sale of temperance beers to the holders of standard hotel licenses. At present restaurant keepers in almost every city and town are selling beer of less than 2½ per cent. There is little control of its sale. An order in Council has been passed and published in the The Ontario Gazette, which says cities, towns, villages and townships may pass by-laws "for granting the exclusive rights of reselling in the municipality malt products, commonly called temperance beers, by the keepers of standard hotels, licensed under the Ontario Temperance Act." Such by-laws may be passed after September 1, 1920.

Dominion R.M.A. Ask More Rigid Customs Inspection at Border Cities

Dominion Association Will Now Be Known as National Association of Retail Merchants of Canada—Important Resolutions Passed at Annual Convention in Vancouver Last Week.

By Staff Correspondent Canadian Grocer

VANCOUVER., July 26.—Assembled in the Hotel Vancouver, the president, J. A. Banfield, of Winnipeg, opened the 15th annual convention of the R. M.A. of Canada at 10.30.

His Worship, Mayor Gale, of Vancouver, extended the welcome of the City of Vaucouver. Mr. McRobbie, B.C., member of the Dominion Board; "Mat" Phillips, of New Westminster, the new British Columbia president, and R. M. Miller, president of the Vancouver branch, all supported the Mayor in the kindest terms. John M. Bentley and W. J. Hougood, of Halifax; T. A Getz, of Red Deer, Alta. (Alberta president); S E. Fawcett, of Saskatoon; B. W. Ziemann, of Preston; W. B. Ball, of Assiniboia, Sask., and John G. Watson, of Montreal, all replied in fitting terms. All of the visitors were lost for adjectives to describe their impression of the vastness of the Western Empire they crossed to reach the convention. That's the big thing about these conventions. They permit a few of the influential citizens in various parts of our great Dominion to learn what they did not know about their neighboring provinces, and the conditions under which their fellow retailers are working.

The roll call of officers found all present with the exception of the treasurer, who wrote regretting his absence owing to circumstances over which he had no control.

The accredited delegates registered were as follows:—

J. A. Banfield, Winnipeg; Jno. G. Watson, Montreal; E. M. Trowern, Ottawa; Jno. M. Bentley, Halifax; W. J. Hopgood, Halifax; S. E. Fisher, St. John; Robert Strain, Woodstock, N.B.; Walter G. de Wolfe, St. Stephen, N.B.; T. A. Gaetz, Red Deer, Alta.; Jos. Killas, Medicine Hat, Alta.; F. E. Raymond, Saskatoon, Sask.; S. E. Fawcett, Saskatoon, Sask.; J. H. Curle, Manitoba, Secretary; M. J. Phillips, New Westminster; B. W. Ziemann, Preston, Ont.; W. C. Miller, Toronto, Ont.; D. W. Clark, Toronto, Ont.; W. P. Ball, Assinniboia; Geo. H. McRobbie, Vancouver; Geo. S. Hougham, Vancouver; D. H. Kent, Vancouver.

Mr. and Mrs. W. S. Inglis, Winnipeg; J. A. Peters, Woodstock; T. A. Beacock, Woodstock; Lorne Kressy, Kipling; Frank Schroeder, Jonson, Sask.; Jos. Tate, Raymore, Sask.; A. G. McLean, Raymore, Sask.; A. J. Humphries, Raymore, Sask.; J. R. Homer, Saskatoon; G. A. Smith, Halifax; T .G. Watson, Montreal; Mr. and Mrs. L. B. M. Wright, Assiniboia; G. Craddock, Assiniboia; W. P. Ball, Assiniboia; L. Maze, Assiniboia; J. S. D. McNaughton, Mossbank, Sask.

President's Address

President J. A. Banfield presented his address reviewing the year's work as follows:

Gentlemen:

It gives me great pleasure to meet you again at our annual convention on the Western coast of this great Dominion, in this beautiful city of Vancouver, and to present to you my first annual report. Had

J. A. BANFIELD,

Of Winnipeg, who has been re-elected President of the National Association of Retail Merchants of Canada.

I known at the time you honored me by electing me president of the Dominion Board and the Dominion Executive Council, that the duties in connection with this office were so far reaching and of such an important character to the retail trade of Canada, I would certainly have hesitated before accepting the office. I think that every retail merchant would admit, whether he is a member of our association or not, that the year through which we have just passed has been one of the most strenuous years in the history of the retail trade.

How the situation could have been met without an association such as ours — which reaches from coast to coast—is difficult to comprehend. In past years, when we were all busy trying to arouse interest in and to point out the necessity of every province being organized, little did we realize what it meant until the time arrived for united action.

Must Double Efforts

We must all be pleased with the results of our efforts, but we must remember that we have only laid the foundation. From now on we must build the superstructure, and in order to do so it will be necessary to more than double any efforts that have been made in the past, no matter how great they have been.

Personally I have great faith in the principles upon which this association is founded and the excellent character of the men who are associated with it. Its aims and objects reach out toward higher ideals in retail distribution. We ask for no special privileges, no attempts to take advantage of any other class, but an earnest effort to serve the public in the best and most economic manner, and to eliminate from the retail trade all methods of a deceptive or unethical character. These are ideals that I am sure the great body of retail merchants in Canada are aiming to achieve. To accomplish them we must make every effort to enroll more members into our association, and this can only be done by individual effort on the part of all the officers and all the members, and should not be left entirely to the paid officials of the association. I must frankly confess that the more time I give to the work of the association, the more work I find there is to do.

It must be remembered that the members of the Dominion Board and of the executive council are all engaged in looking after their own individual business, and receive no remuneration, and I am sure that we would all like to give more time to the association work if it were possible to do so.

Great Progress Being Made

During the past year I have attended a great many meetings of the association, and among others, I attended, by invitation, two conventions of the Saskatchewan Provincial Board, and I am pleased to report that excellent progress is being made in that Province.

I also attended, by invitation, the annual conventions of the Provinces of New Brunswick and Nova Scotia, and I found excellent progress being made in those provinces. I visited also the city of Vancouver, and I was pleased to find great progress being made in this city and throughout the province of British Columbia. I have also kept in close touch with the work of the Manitoba Provincial Board and am pleased to report progress there.

On my way East I twice visited the office of the Ontario Provincial Board, and was pleased to find the work of that province progressing in a satisfactory manner. I also visited the office of the Quebec board while passing through Montreal, and found that their membership is increasing and there is every indication of excellent progress.

In addition to these I visited the head office at Ottawa four times during the year —once in connection with a special meeting of the Dominion Board held in the month of January, 1920; once in connection with interviewing the Government regarding the Board of Commerce; once in connection with a consultation with the secretary and treasurer of the Dominion executive regarding the proposed system of taxation by the Government, and again to attend the National Industrial Conference, as your representative. I also attended a meeting of the Western executive council in Regina for the purpose of assisting in its organization.

Widespread Activities

In addition to these various visits I have received and replied to a great deal of correspondence from the head office at Ottawa, and provincial offices in reference to the work of the Dominion executive council and the Dominion Board. In this connection I desire to state that very few members have any idea of the activities and importance of the Dominion office, only those who have an opportunity of following the work that is being done.

As the association grows in strength and members, in my opinion provision

must be made for an increase in the revenue of the board. A resolution will come before you for your serious consideration to amend the constitution so as to increase the present per capita tax paid to the Dominion Board from one dollar to two dollars per member. To pay this additional amount may be difficult for some of the provincial boards unless they increase their membership fee, but we must bear in mind that if we want a continuous and increasing service from the Dominion office we must make provision for an extra assessment, and the more we improve the financial condition of the Dominion office the better the service the provincial boards will receive for their members.

Raising a Welfare Fund

You will also be asked to consider a resolution whereby this convention will discuss the advisability of raising an "organization and legislative welfare fund" of fifty or a hundred thousand dollars from those retail merchants throughout Canada who can contribute extra sums beyond their membership fee for the purpose of assisting in the organization work in every province, and also for the purpose of having funds in hand, when required, to more effectually assist in opposing any legislation of an injurious character or promoting legislation of a necessary character.

I might say that recently the manufacturers found it necessary to raise a fund of one million dollars for similar purposes, and so also have the labor union bodies and the farmers' organizations.

For years, as you know, our organization has been engaged in a great educational work among the retail trade that has cost time and money. In addition it has cost a lot of money to lay the foundation and equip our provincial offices and the office of the Dominion Board. Add to this the large sums of money we have spent in defending our members against injurious legislation, and there is no wonder that we require a fund for the purpose above mentioned. This is a matter that will require your careful consideration and action.

If it is your wish that such a sum as mentioned should be raised and if the securing of this money could be coupled with the formation of a special committee consisting of those retail merchants who could spare sufficient time from their business on occasional times to address meetings of retail merchants in various parts of Canada, and who would know that their expenses were taken care of, I thoroughly believe we could send a call out to the retail trade of Canada that would bring every self-respecting retail merchant into our ranks.

Must Defend Himself

The defence of the retail merchant must be made by the retail merchant himself. The day for sitting down and expecting the other fellow to look after us has gone never to return. We who have our money and our time invested in the retail distribution of merchandise must be awake to our position and we must be prepared to sacrifice our time and our efforts. The strong must come to the defence of the weak. Our plan of organization is based on sound principles; your money is sunk in Provincial and Dominion Board equipment. You have faithful and loyal secretaries and organizers in every province. The foundation stone is laid and I hope that before we leave this convention that every man will go home pledged to greater effort and greater sacrifice, and we can then build on what we have founded, an organization of which not only every retail merchant in Canada will be proud, but our customers, who are the general public, can feel assured that as long as this organization lasts their interests will be properly protected.

In closing, I desire to express my high appreciation of the excellent assistance that has been rendered by my fellow associates on the Dominion executive council, and thank you for your close attention. (Prolonged applause.)

WILL INVESTIGATE PROFITEERING COMPLAINTS

The following resolutions were passed at the annual convention of the National Association of Retail Merchants of Canada:—

That it is the opinion of the members of this convention that the time has arrived for the establishment of a publicity bureau at the head office of our association at Ottawa, for the purpose of sending out notices to the trade press, and to the daily and weekly newspapers, notifying them of our activities, and submitting to them articles which would educate the public on the necessity of the retail merchants.

That whereas a great many statements are being made by men in public life setting forth the enormous extent to which, in their opinion, profiteering is being carried on in Canada, but who so far have failed to name the guilty parties or to take any definite or legal action to prevent the same. And whereas we believe that general statements of the above character, made without any true knowledge of the existence of the same, have a bad moral and commercial effect on the trade of Canada, we, as members of the Retail Merchants' Association of Canada, ask the aid of our customers to assist us by sending to the secretary or to any officer of our association in any city, town, village or province throughout Canada, or to head office of the association in the Banque Nationale Building, Ottawa, any complaint they may have, no matter how small, of any profiteering or over-charging, and we, as an association, will appoint a committee of well-known, honorable retail merchants, and allow the accuser to appoint a similar committee of any persons he may choose, to examine fully into any charge that is made, free of all costs to the accuser, and if we find any case of profiteering among any retail merchants, non-members or members of our association in any part of Canada, we will undertake to prosecute them to the fullest extent of the law, with all the publicity that such action would entail.

That instead of placing the collection of the Luxury Tax on the retail trade it should be collected at the source of supply, namely, from the manufacturer and importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed.

That this association favor a "Made-in-Canada" campaign.

That more rigid Customs inspection at border cities be urged.

That the Dominion Retail Merchants' Association be henceforth known as the National Association of Retail Merchants of Canada.

That an effort should be made to have the gold and silver inspectors supervise the False Advertising Act, and to see that the same is enforced.

That this association ask for local provincial option in regard to fire insurance arrangements.

That the press be admitted in future to Dominion Board meetings.

That more care and effort be put in the work of display in members' stores.

That the next meeting place for the association be in Winnipeg.

Secretary's Report

Vancouver, B.C., July 22nd, 1920.

To the Officers and Members of the Dominion Board and the Dominion Executive Council of the Retail Merchants' Association of Canada.

Gentlemen:

Owing to the fact that the annual meeting of the Dominion Board this year is held four months later than it was held last year, and in order to cover the entire period between the holding of last year's convention and this year's, the report of this, the 15th annual convention of the Dominion Board of our association, covers a period of 16 months instead of 12.

On January 13th and 14th of this year a special meeting of the Dominion Board was held at Ottawa regarding certain orders which were made by the Board of Commerce and which we considered to be very objectionable to the retail trade. Copies of the minutes of this special meeting, together with copies of the minutes of the last annual meeting of the Dominion Board held in Ottawa on March 17th, 18th and 19th, 1919, have been placed in the hands of every member of the Dominion Board and, consequently, it will not be necessary for me to refer at any length to the proceedings of those meetings.

End Restrictions With War

Upon the termination of the great world war I am sure that every retail merchant felt that we had arrived at the completion of the period over which the Government placed restrictions of an unusual character regarding retail distribution. In this it appears that we were mistaken. Not only have we been restricted to an unusual degree through the actions of the Board of Commerce, but we have been especially selected from among the other commercial classes and appointed unpaid collectors of a luxury tax, the operations of which are not only unfair but unreasonable.

Added to this imposition, in looking over the expenditures of the Dominion Government we find large sums of money passed in the estimates to provide better facilities for the agricultural, laboring and other classes, and not one cent allowed for the improvement of the retail distributing classes, who have more money invested in Canada than all the other classes combined.

In addition to this, if we look over the platforms which have been prepared by all the political parties to date, we find every effort put forth to capture the attention of the other classes so as to secure their votes, and nothing but condemnation and almost an entire lack of recognition of the retail distributors as a class, and whatever reference is made to them is made in derision, they being looked upon

as being of the "profiteer" and "combine" classes.

This may not make pleasant reading, but I, personally, believe that the time has arrived when we must look the facts square in the face and act unitedly. To prove these statements, all that it is necessary to do is to look carefully over the orders that have been issued by the Board of Commerce, and read the copies of Hansard on the discussion of the luxury tax, and then, to complete the evidence, read the many speeches that have been made at conventions of public bodies, both religious and artisan, and, without having any knowledge of the facts, the retail distributors are held up to ridicule and often to scorn.

Need For Co-operation

These introductory facts are cited for the purpose of calling your attention to the need of closer co-operation between all classes of retail merchants throughout Canada, and to further impress upon the members the fact that more than 90 per cent. of the time of the Dominion Board office is taken up by giving attention to measures that require to be opposed, rather than to those of a constructive character and which would be of benefit to Canada as a whole. This is certainly not as it should be, and every effort should be made to find a remedy.

At the last convention of the Dominion Board a number of resolutions came before the meeting, and they were handed over to the office of the Dominion Board to deal with.

Membership Grows

The number of members appearing on our membership roll from the date of the last convention in March, 1919, as compared with last year, is as follows:

	1918-19	1919-20
British Columbia	86.66	436.69
Alberta and Saskatchewan	1,336.00	2,316.35
Manitoba	748.50	560.65
Ontario	2,736.42	1,982.30
Quebec	637.00	1,023.00
New Brunswick	787.00	655.00
Nova Scotia and P.E.I. ..	198.85	715.00
	6,530.43	7,688.99

Showing an increase over last year of about 1,158.00.

This report must certainly be gratifying to us all because it shows a growth and an increase over last year, but, gentlemen of the convention, I cannot disguise the fact that I am far from satisfied. If our association has grown to be the only organization of its kind in Canada that stands for the defence of the retail trade, why is not every retail merchant in Canada under its banner? The answer to that lies at our door. We are engaged in a great educational movement; we must be thankful for our advancement, but when we become satisfied we will begin to decline. We must **push forward** and we will not be satisfied until the last retail merchant in Canada becomes a member.

Financial Statement Gratifying

I am pleased to say that the financial statement, as you will notice by the treasurer's report, shows an improvement which must also be gratifying to you.

F. E. RAYMOND,

Saskatoon, Provincial Secretary, Saskatchewan R.M.A., who was present at the National Association Convention in Vancouver.

Before closing, I desire to express my high appreciation of the excellent manner in which the members of the Dominion executive council have looked after your interests during the year. The president, J. A. Banfield, has attended a large number of meetings. He has been ever ready to visit the head office at any time his services were required. His forceful and enthusiastic addresses have inspired every member who has listened to him, and his interest in the work has been unfailing.

The first vice-president, J. G. Watson, of Montreal, has given unsparingly of his time and his counsel. He has been ever on guard, and through his untiring efforts and advice he has been the medium through which the entire Dominion Board has caught the spirit of having everything that is to be done, done in a thorough, businesslike manner, and if you find any advancement in the development of the work of our board it can largely be credited to his persistency and effort.

Tribute to Treasurer

Now, in regard to our treasurer, Henry Watters, who at the last moment found it impossible to be present, I cannot close without making reference to the faithful manner in which he has performed the duties of his office. He has visited our office almost daily. He is always ready and willing to give time, effort and counsel, and he has taken as much interest in the affairs of the association as though it were his own private business, and he has performed the duty of treasurer in a way that must be acceptable to every member. My only regret is that he will not be here to present his financial statement for the year.

The other officers of the Dominion Executive council who live at a greater distance from the head office have given us excellent assistance through correspondence, and have given us the benefit of their counsel whenever it was required.

In addition to expressing my thanks for the great assistance I have received from the president and members of the Dominion executive council, I desire to thank the secretaries and officers of the various provincial boards, as well as our capable office staff, for the great assistance they have rendered me during the year.

I trust the coming year may be full of prosperity.

I remain,
Yours respectfully,
E. M. TROWERN,
Secretary,
Dominion Executive Council and Dominion Board.

Among the correspondence getting a rousing reception was a wire from Ottawa to the effect that the issue of the obnoxious questionnaire was suspended.

A huge luncheon was tendered by the Vancouver Kiwanis Club, where all visitors were introduced, and the luncheon was addressed by Jerry McGeer, the youngest member in the B.C. Legislature. His subject was "B.C.," and briefly and interestingly he marshalled an array of figures regarding the farthest Western province that was a revelation to the visitors.

All last year's officers were re-elected.

Want Reconstruction of Commerce Bd.

B.C. Retail Merchants' Association Meet in New Westminster at Annual Convention—Number of Branches in British Columbia is Growing—Excellent Reports Presented.

Staff Correspondent Canadian Grocer

New Westminster, B.C., July 20.—"An unqualified success." This seems to be the consensus of opinion of the delegates who attended the third annual convention of the Retail Merchants' Association of Canada, B. C. branch, at New Westminster, B.C., July 19 and 20. Many serious problems confronting the trade were debated before the convention, and it is thought that solutions for many of them have been found. Of course the most vital subject for discussion was the luxury tax and even for this a solution has been found, the opinion of the B.C. convention being that the action suggested by the Saskatchewan branch and endorsed by the Dominion Board is the best under the circumstances.

The Royal City certainly "did itself handsomely" from the moment the convention opened with an address by his worship, Mayor J. J. Johnston, until the singing of the national anthem after the association's official dinner on Tuesday evening.

Splendid Reports

Excellent reports were made by the president, secretary, treasurer and the organizer. Great progress has been made in the organization of the outlying portions of B.C. along R.M.A. lines,—

Continued on Page 34

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. V. TYRRELL - - - - General Manager

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DEATH OF PROMINENT WESTERN RETAILER

THE Western retail and wholesale trade, as well as salesmen who have covered Winnipeg, were shocked to learn of the death of A. E. White, general manager of the W. H. Stone Company, retail grocers, Winnipeg. Mr. White suffered last winter from an attack of influenza from which he had not fully recovered. He was a man who always gave close attention to his business, and these two facts combined were, no doubt, responsible for his untimely death. The W. H. Stone Company were arranging to close up the business on Main Street, Winnipeg, and continue their other two stores. Mr. White had considerable worry in connection with this change and had intended taking a well-earned rest when it had been consummated. He was widely known among the trade, and particularly among salesmen, as a man keenly interested in his life's work, always courteous to callers and one who kept up well with the times insofar as knowledge of the business was concerned.

TRADING WITH WEST AFRICA

THE possibilities for trade between Canada and the west coast of Africa are enormous, according to the "Maritime Merchant," which in recent issues has reviewed the situation. The great prosperity of that part of the country, and the likelihood of its further industrial development, is emphasized. West Africa, it is pointed out, is a most hopeful prospect for Canada, and with the new line of steamers making monthly trips between the two countries, one need not be surprised if a large business should shortly develop.

Recently Samuel Dobree & Sons, London, Eng., opened a branch office in Halifax. This firm operates on a large scale in all kinds of merchandising in Nigeria and West African territory. Samuel Dobree & Sons plan to buy all sorts of supplies in Canada, such as are used in West Africa, and manufacturers who are interested will do well to get in touch with this concern. Canadian importers should also acquire the habit of buying West African products direct, because the more direct buying there is, the better it will be for the export trade. A full cargo both ways is the thing that will enable the direct steamship to carry on its operations with the minimum freight charge.

The "Maritime Merchant" believes that Canada's success is sure, that is, if she can once overcome the handicap of having been all our lives almost solely domestic traders. Foreign markets seem to the bulk of Canadians to be so very far away. They have not as yet become accustomed to ignoring long distances, as traders do in an old exporting country like England.

TOO MANY CHEAP TEAS

FROM every source of information Canadian Grocer has learned that the country is being flooded with low grade teas and that the medium and better grades are becoming more difficult to obtain. A great deal of this tea is showing age and it is presumed that this tea has been held by the British Ministry of Food who are now anxious to unload and are dumping it on the market in small parcels in order that the market will not recede with a bump. With the expectation that trade with Russia would be soon resumed which would relieve the market of a large volume of low grade tea, and in spite of all the efforts on the part of the manipulators of the British tea market to keep prices up, the market has sagged to such a low point that low grade teas can be purchased for almost any price.

On the other hand, high grade teas and teas that show any cup quality for which the consuming citizens of Canada are showing a decided preference are becoming scarcer and prices tend upward rather than downward.

The merchants, therefore, who pride themselves on the quality of tea which they sell over the counter, would be wise when making purchases of tea to beware of any cheap teas that are offered.

A Penny Made is a Penny Ahead

New Slants on Old Truths that Grocers Will Do Well to Study— Increasing Profits by Specializing in Bulk Goods

By Henry Johnson Jr.

A FRENCHMAN was talking to an American engineer:

"You Americans are extraordinary people," he said. "You spend $30,000,000 for a bridge across the East river merely to save ten minutes' time."

The American explained that we do not figure just that way. We take the average number who cross daily both ways, say 365,000, and figure ten minutes each crossing, or 3,650,000 minutes. That makes 60.833 hours, 2,118 days of 24 hours each, or nearly six years saved every day!

We divide those days into eight-hour working days and we get 6,254 days. Allow only $2 per day and we have a daily saving of $12,508, or $4,641,420 a year. So we can allow 5 per cent. on the $30,000,000 investment — $1,500,000 — allow another $2,000,000 for depreciation and upkeep, and have a net profit of $1,141,420, or nearly four per cent. left.

This view so impressed the Frenchman, who was a prominent Government official, that he made its discussion a special order of business in the Chamber of Deputies, whence the thought was spread widely over the entire nation. He had achieved a new slant on "Yankee Notions."

Extra Earnings on Bulk Goods

I have related that anecdote and turned Ben Franklin's saying around to emphasize the value of little things when appraised at their true significance. It is true that a penny saved is a penny earned. It is just as true that a penny made is a penny ahead. Further, it is right to use the penny for the unit; for while a grocer's money goes out in dollars and multiples of dollars, it comes dribbling in in pennies and fractions of pennies. There is no fraction too small to merit our most careful attention, since the most trifling error or miscalculation, carried even through one department of our business, can cost up a lot in a year; and if permitted to penetrate the whole business can readily prove disastrous.

These thoughts are suggested by a list I have which shows the difference in earnings through handling fifteen commodities in bulk as compared with the same in packages. The items are dates, cornmeal, raisins, rolled oats, cocoa, graham crackers, starch, rice, macaroni, oatmeal, tea, coffee, dried peaches, soda crackers, ground black pepper—fairly representative items. It is stated that all other items will show similar averages of comparison, and I incline to think that is true.

The difference in favor of bulk handling is 7.65 per cent., omitting minor fractions. With the fact that grocers today make an average net of two per cent.

HENRY JOHNSON, Jr.

before us, we can see how important an average of 7.65 per cent. on even fifteen items can be.

Sidestepping the "Profiteer" Stigma

There is another important aspect to this. Package goods in this same assortment cost the consumer more than 38 per cent. more than bulk merchandise. That means that your customer could buy $1.00 worth of these items as they come in packages from you for 62 cents and you would make 7.65 cents more that way by selling them in bulk—minus the slight loss due to bulk handling.

But even if you made no more money by handling bulk, it should seem that it would pay you to do it right now when everybody is chafing under the burden of high costs, when the disposition is generally prevalent to lay all the blame on the grocer. But again, any careful dealer can handle bulk merchandise with negligible shrinkage, for he can provide himself with fixtures and appliances to do it practically without loss.

Taken together, it seems that here we have amply sufficient reasons to justify us in handling bulk goods in preference to packages.

Maintaining Your Individuality

Again, any branded package sold, assuming good quality, builds good will and reputation for the packer thereof, not for you individually. The consumer can go anywhere and get exactly the same thing, usually on the same terms at the same price. It is not to be concluded hastily that nothing of your store goes with that package. Your character of service, your prompt courtesy, your general mastery of your business attaches to some extent—provided you have these —to everything you do. But if the other fellow is also a good merchant, the package will look the same coming from him.

It is not to be assumed that you cannot shake off the shackles of any package line, for you can. But should we not go slow in loading ourselves with an "Old Man of the Sea," from whom we must surely shake ourselves free with wrenching effort later on?

And did you ever notice that while the good will built around a meritorious package article belongs to its packer, any ill-will due to lack of quality in such package sticks to you? Yes: benefits go to the packer, and when dissatisfaction results the customer says: "Why do you handle such truck?"

Thus is your individuality submerged or injured as the case may be.

Profits Tend to Disappear

This interplay of forces between the manufacturer, or packer, and your customer with you as the grist between the stones driven by the force of competition, tends to reduce your end of the deal to nothing. There are exceptions, of course, and some notable ones; but the general tendency is to make you work for the scantiest wages. Profit disappears. You lose both individuality and profit.

If you pack your own goods, things are different. If you pack good stuff, you derive all the benefit, reputation and goodwill which attaches thereto; and if you chance to slip up occasionally, your share of the blame is no greater than if somebody else's package goes wrong on your hands.

Every time satisfactory goods from your store are used, the customer, consciously or unconsciously, thinks favorably of you. Service and value being properly safeguarded, it is harder every day for her to break away from you.

Most important of all, perhaps, is the fact that in packing your own goods, you can get your just proportion of margin on an equal and equitable basis the year round. A pound of pearl barley may be worth one price to-day, a lower price a week from now, a cent or two more two months hence. You can charge what it is currently worth all the time.

Your customer is not apt to murmur when the price declines. When it advances and she questions why, you have your great opportunity to show her that even so she is getting much more for her money than if she paid a price, stable the year round, for a package the net contents whereof may be eight or ten ounces.

Or you can adopt the other policy. Have a package which you sell for ten or fifteen cents and keep that price constant by varying the contents according to market. Here also you will always have the advantage of the ready-packed article

Continued on Page 41

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

H. M. Shepherd, of Shepherd-Mott, Montreal, was in Sherbrooke, Que., during the early part of the week on a business trip.

Senator Gaston Menier, manufacturer of chocolate and cocoa of Paris, France, is on a visit to Canada, and is for a time at his Canadian home on Anticosti Island. He recently spent a day in Montreal, and is contemplating a trip to Western Canada.

H. M. Shepherd has taken the place of Mr. Sheely in the firm of Sheely Mott, manufacturers' agents, in Montreal. Mr. Shepherd has for four years been with Maclure and Langley in Montreal. The firm of Sheely Mott now exists as a manufacturing business.

ONTARIO

C. C. Norris has opened up a store at 1922 Gerrard Street E., Toronto.

Geo. R. Loggie, of Loggie, Son & Co., Toronto, has returned from a two months' trip to the Old Country.

J. H. Butler has bought out the business at 1602 Gerrard Street E., Toronto, until recently carried on by F. A. Linley.

Mrs. Dick's grocery store, Buckland Avenue, Toronto, Ont., was recently entered, and ten dollars in cash, a quantity of tobacco and bananas were stolen.

The death occurred very suddenly of ex-Alderman Joseph D. Voisard, a member of Voisard & Sons, wholesale grocers, St. Catharines, Ont., at his home in St. Catharines. He is survived by his widow and one daughter.

Geo. R. Loggie Son & Co., has returned to Toronto from a business trip to the Maritime Provinces. Mr. Loggie states that business has been somewhat hampered in some of the centres there on account of strikes.

Robert Johnston of Woodstock, Ont., prominently connected with the butter and cheese business on this continent, passed away very suddenly at his home last week. He was for many years head buyer for the McLaren Cheese Co., for Canada and the United States.

J. G. Harris, Maclure & Langley, Toronto, got back to the city on Wednesday morning after a pleasant business and pleasure trip to Winnipeg. He returned by way of Chicago. He is completing his holiday at his old home in Port Perry, Ont., this week. Mr. Harris reports that the recent rains in Manitoba have greatly helped the crops and has resulted in an optimistic feeling pervading everybody.

The employees of the Armour Packing Co., Hamilton, Ont., held their picnic at Mountain Park recently, and the outing was declared by all, to be one of the most enjoyable and successful of its kind.

A REPLY FROM BELGIUM

Canadian Grocer's inter-continental distribution has resulted in bringing a great deal of export business to Canada's manufacturers. The evidence of this comes repeatedly from many Canadian firms using advertising space in this paper. This week, for instance, the Red Rose Tea Co. received a letter from a firm in Brussels, Belgium, calling attention to their announcement in June 18 issue and soliciting the agency for Belgium.

The G. W. V. A. band rendered a splendid program of selections, and the usual list of sporting events added much to the pleasure of the occasion. A ball game played between the loading crew, the office and a selected team was won by the former by a small margin. The tug-of-war was won by a team from the plant.

New Service to the West Indies

Montreal.—As announced in Canadian Grocer a few weeks ago, the establishment early in 1921 of a new steamship service between Canada and the West Indies is assured. The Government, it is learned, has undertaken to commence, probably in January next, a service under the name of the Western Steamship Service.

This scheme provides for sailings from Halifax and St. John to Bermuda, thence to the Bahamas and British Honduras and return. The arrangements being made provide for the installation, on two of the five thousand ton vessels now being constructed for freight service on this route, of accommodation for about twenty-five first-class passengers. The conference delegates expressed the view that this amount of accommodation would for the present be sufficient for this service.

The West Indies conference also considered the establishment of a combination freight and passenger service from Halifax and St. John to Bermuda, Barbadoes and Demerara and return. While nothing definite has been done, it is the Government's intention to have this service established at the earliest possible moment, it being understood that the Governments of the islands to be benefited will assist the service with adequate subsidies.

Questionnaire is Discontinued

Board of Commerce, After Careful Consideration, Decide to Drop It—More Satisfactory Arrangements to Secure by Other Means the Necessary Information

Ottawa.—The Board of Commerce questionnaire to retail grocers has for the present been discontinued. Serious objection was taken in Parliament and elsewhere to this questionnaire, as imposing on the trade concerned too severe a burden in proportion to the object in view.

"The board," says an official statement, "after going carefully into the matter, has reached the view that the object sought by the questionnaire was wholly in the public interest, but that the immediate purpose of the issue of the questionnaire having been served, its issue may now safely be suspended, satisfactory arrangements having been made by the Board of Commerce to secure by other means all necessary information respecting the grocery trade.

"The board hopes shortly to have effected an arrangement with the statistical service of the Dominion Government whereby the statistical work of the board, without added expenditure, will be made increasingly effective. Experience has shown that inquiries under way by the Board of Commerce are liable at some points to touch inquiries of a similar character under way in other departments.

"The arrangements pending contemplate co-operation between the different departments concerned, with the result, in all probability, of a reduced expenditure and an increased efficiency."

NEWS FROM WESTERN CANADA

WESTERN

Chas. Harding, grocer at Victoria, B.C., is selling out.

Economy Grocers, Winnipeg, has changed owners.

The Union Depot Cafe at Regina has been discontinued.

R. W. Wood of Calgary, Alta., has sold his grocery business.

G. Fisher, Vancouver, has sold out his grocery business to E. Evans.

G. R. Abraham, St. James, Man., has sold his stock of groceries.

Great Britain Grocery is starting in business at Edmonton, Alta.

The Western Cash Grocery of Winnipeg has dissolved partnership.

E. E. Beese, Winnipeg, has sold his grocery store to K. Pearlman.

N. S. Cohen is succeeding R. Kaplan in the grocery business at Winnipeg.

Sam Long, Crystal City, Man., has opened a new store in that town.

R. D. Nairne & Co. have commenced a grocery store at Manitou, Man.

J. A. Hallier of Edmonton has sold his line of groceries and confectionery.

J. Ronalls has purchased the grocery store of J. McKelvie at Brandon, Man.

H. Cooperman & Son of Brandon have sold their grocery store to F. Karusak.

J. A. Begg has purchased the grocery store of Jardine & Dickson, Vancouver.

Coster & Dunbus have purchased the grocery business of H. Markham of Virden, Man.

G. L. Palmer, manager of the Red Rose Tea Co., Winnipeg, is back at his desk again.

C. T. Lawrence, Winnipeg, has been succeeded in the grocery business by R. N. Temple.

A. Bottan, Winnipeg, has sold his grocery and confectionery business to Muirhead & Brocks.

B. Billesdon, representing Hargreaves (Canada) Limited, is on a business trip to Winnipeg this week.

G. H. Malpass, Nanaimo, B.C., attended the R.M.A. meeting at New Westminster, B.C., last week.

G. M. Serlui of the Transoceanic Trading Co., Winnipeg, is on a business trip to Montreal and New York.

T. McFarlane, a representative of Hargreaves (Canada) Ltd., who travels out of Winnipeg covering Manitoba, Saskatchewan and Northern Ontario, was in town this week.

The B. M. Henderson Brokerage, Edmonton, Alta., have moved to new quarters at 209 Empire Block, Jasper avenue and 101st street.

W. H. Escott Co. of Winnipeg have a booth at the Brandon Fair displaying Wagstaffe products, including jams, peels and marmalade.

Mrs. J. S. Campbell, New Westminster, B. C., has been succeeded in the grocery business by Wm. Waltham. Mrs. Campbell continues dry goods.

Gibson, Paterson, Brown, Ltd., have been appointed representatives for Western Canada by Betty's Ltd., (Mount Dennis), near Toronto, manufacturers of jams.

H. R. MacKenzie, manager of the Cudahy Mfg. Co., of Toronto, is on a business trip to Winnipeg calling upon their Western representatives, Donald H. Bain Co.

The Western Mercantile Co., Nanaimo, B.C., closed its doors July 17. Mr. Bone, the manager, gave no reason for going out of business. They have paid 100 cents on the dollar.

H A. Gonder, representing the Curtis Corporation., of Long Beach, Cal., packers of Sandwichola, ripe olives, and pimentoes, was in Winnipeg this week on a business trip to their Western representatives, Watson & Truesdale.

J. T. Williams, formerly manager of the Grocery Department for the Western Mercantile Co., Nanaimo, B.C., will open a grocery store at Nanoose, B.C., a short distance from Nanaimo. He expects to be ready for business in August.

The Canadian representatives of Wagstaffe Ltd. of Hamilton, Ont., attended a conference at the firm's offices in Hamilton. J. Korman of the W. H. Escott Co., Western representatives, was present, also P. J. Boxer of the same firm. They have just completed the addition to their factory and their representatives were shown around and also were shown the methods this firm used in the manufacture of jams and citron peel.

J. M. Dunwoody, of Stroyan, Dunwoody Co., manufacturers' agents, Winnipeg, Man., arrived in Toronto Saturday morning for an extended business trip to the Old Country. Mr. Dunwoody was in England, France, Belgium, and Spain, where he secured a number of agencies for his firm in Winnipeg. Before leaving for his home in Winnipeg about the middle of the week, Mr. Dunwoody visited a number of Western Ontario cities.

Moore & Whiteside, Winnipeg, have secured the agency for Perry & Hope, Ltd., Fort & Clyde Chemical Works, Nitshill, Scotland, near Glasgow. This firm operates chemical works and are manufacturers of cream of tartar and substitutes, essences and flavoring oil colors. They have also secured the line of gelatine and essences manufactured by Prescott & Co., Rutland Mills, Hulme, Manchester, England; also for F. W. Beach, manufacturer of jams, Evesham, England. They have also secured the agency for the Tea Garden Preserves manufactured by the Pacific Coast Syrup Co., Seattle, Washington.

H. W. J. Browse of London, Eng., principal of J. H. Vavasseur & Ca., with headquarters at Colombo, Ceylon, and manufacturers of unsweetened cocoanut, was a visitor in Winnipeg this week calling upon their representatives, W. G. Patrick & Co. "The unsettled condition of the sugar situation in England to-day has quieted the unsweetened cocoanut market, but when the exchange situation is figured with the high cost of freight, this article itself is considerably cheaper and it is only a matter of time before the market advances," states Mr. Browse. Mr. Browse has visited their agents in the United States and Canada and has spent considerable time with their Canadian representatives, W. G. Patrick & Co., of Toronto. This is Mr. Browse's first trip across the Atlantic to this country and he is greatly impressed with the possibilities of the West. He intends to return to England on or about the 15th of August.

Making Millionaires On Jamaica Island

Kingston, Jamaica. — There has never been so much money in Jamaica as now. The sugar and banana planters are fast becoming wealthy and if the present wave of prosperity continues for a few more years the island will have at least a dozen millionaires.

Before the war sugar fetched only $30 per ton; to-day it is bringing $600 per ton in the English market. The island's inhabitants are experiencing great difficulty in getting adequate supplies and it is only through the action of the Food Controller that eight per cent. of the output is kept for home consumption. The prosperity of sugar planters has led to large sums being invested in the purchase of the most up-to-date machinery for the manufacture of sugar. Another central factory, costing $1,500,000, will shortly be erected in the eastern portion of the island.

This year's sugar crop has received a setback, owing to a drouth lasting about three months. The result is that there will be a shortage in the output.

WANT RECONSTRUCTION OF COMMERCE BOARD

Continued from Page 29

the last few months have been very trying ones to retail merchants generally, and of course the association has had an opportunity to demonstrate the very great necessity for organization. Within the last few days an organization has been commenced in Victoria which was very gratifying to the various branches, as a good strong R.M.A. branch in Victoria will certainly be of great assistance to the provincial office in keeping intimately in touch with the Provincial Government's actions. While the name of the place for the next convention has been left to the incoming executive it seems pretty well understood Victoria will have the honor of entertaining the visiting delegates next year, notwithstanding the pressing invitations that were extended to the convention by the delegates from Alberni, Duncan, Nanaimo, Vernon and other points in British Columbia.

President's Report

In presenting his annual report Provincial President H. McRobbie of Vancouver, dealt with the work of the Provincial Board since the last convention in Vancouver, special reference being given to the appointment of George S. Hougham as joint secretary of the Vancouver and provincial branches; the management of the B. C. Retailer; organization; freight adjustment; fire insurance and collection services: the luxury and sales taxes; the Board of Commerce and the movement to establish a commercial education department in the University of British Columbia.

Touching upon the activities of the Board of Commerce, Mr. McRobbie said:

"The Board of Commerce also has proved the necessity for and the value of the association. This board started off with methods akin to those of the old-fashioned star chamber, and had it not been for the persistent pressure of the association there is no doubt that the regulations would have proved much more onerous than they are."

The Luxury Tax

"It is not too much to say," said Mr. McRobbie, dealing with the recently imposed taxes, "that the luxury tax as originally proposed was perhaps the most poorly devised and ill-considered piece of legislation ever attempted. Not only was the scheme illogical, indefinite and incomplete, but the officers of inland revenue throughout the country were without one word of information from headquarters, had no machinery set up to collect the taxes, and could give no help to the hundreds of merchants who asked for information in their respective districts.

"The value of our affiliation with the Dominion board was never better demonstrated than on this occasion, and your B.C. office became a veritable public service institution for the time being. Enquiries were received from all sources, manufacturers, wholesalers, boards of trade and retailers, both members and non-members of our association. The promptness of our national secretary can best be illustrated by the fact that Secretary Hougham had a bulletin in the mail three days before the local inland revenue office was able to publish anything. The efficiency of our association officials was gratifying to all and numerous expressions of appreciation were made."

The president went on to enumerate the various meetings held by the trade sections of the association, and of the many telegrams sent to Ottawa in which the weaknesses of the regulation were pointed out to the Finance Minister and the commissioner of taxation. In closing he urged the delegates to attend the Dominion convention at the Hotel Vancouver on Thursday and Friday and thanked the executive for the excellent support rendered during the year.

Membership Increases

Provincial Secretary George S. Hougham of Vancouver was highly complimented upon his very complete report covering the work accomplished by the Provincial Board since the last convention in September, 1919. He said that the membership had been increased from nine branches and 413 members a year ago, to 14 branches and 689 members to-day. New branches were organized at Vancouver, Vernon, Merritt, Cranbrook, Kamloops, Kelowna, Nelson and Ladner.

He went on to say that 76 new members had been added in Vancouver and this with the addition of three new sections, Auto Supply and Tire dealers, Sanitary and Heating Engineers and the Electrical dealers, embracing 118 members, had meant an increase of 194 members since October last in Vancouver. Branches at Enderby, South Vancouver and Prince Rupert had failed to function during the year.

Importance of Accounting

A very helpful address was given on Monday afternoon by John Cowan, C.A. (Scotland), treasurer of Vancouver Milling & Grain Co., Ltd., on the subject of accounting, as a feature in successful merchandising. Mr. Cowan described accounting as the art of correct recording in complete, convenient and permanent form. He said that without proper accounting no man had a proper knowledge of how his business stood at any given time. One point brought out by Mr. Cowan was a scheme for checking up losses by pilferage. In this connection he stated that whereas it used to be that the greatest losses were from "tapping the till," in his many investigations of the retail merchants' businesses he found now that the most losses were incurred from pilferage of goods. To offset this, or to at least get an idea of the extent of such losses, Mr. Cowan suggested that in stocktaking a separate column should be run where the selling prices of the various lines might be extended. The invoice book would also carry such a column with the selling prices extended, then with the daily sale slips, one could readily strike a balance to see how nearly the estimated value of stock agreed with the next inventory taken. Mr. Cowan stressed the necessity of employing the very best kind of accountant, "for," he added, "I do not know of any other profession where a poor man can get away with such an amount of bluff."

J. H. CURLE,

Winnipeg, Provincial Secretary, Manitoba R.M.A., who attended the Convention of the National Association of Retail Merchants at Vancouver last week.

L. Dashwood Jones, solicitor to the B.C. Board of the R.M.A. of Canada, gave an address on the Bankruptcy Act as applied to retailers.

On Tuesday afternoon, C. L. Greer, display manager for Canada of the Hudson's Bay Co., gave an address on scientific window dressing, assisted by Mr. Mitchell in his department, who arranged the displays as Mr. Greer explained the theory. This was a very practical feature of the convention, and one that was followed with a great deal of interest by all the merchants.

Advertising a Factor

Frank Harris, of the Crawford Harris Advertising Co., gave an address on advertising as a factor in business success, and one of the points made by Mr. Harris which brought forth the applause of the audience was the fact that the retailer has a right to expect advertising by the manufacturer to assist him to market the goods, and that on the other hand he has a special duty to the manufacturer who does so assist him in this way to push the sale of the goods so advertised.

J. A. Cunningham, honorary president of the B.C. Manufacturers' Association, and J. H. Falconer, president of the B.C. Manufacturers' Association, addressed the convention in a plea for special consideration for articles of British Columbia manufacture. Mr. Falconer protested against Mr. Harris' statement that the manufacturer should assist the retailer to popularize his lines, claiming that the B.C. manufacturers could not advertise by reason of their limited finance.

The New B.C. Officers

G. H. McRobbie could not be persuaded by the convention to accept a second term, claiming that as a general principle, new blood should come into the executive every year, and "Mat" Phillips, president of the New Westminster branch of the R.M.A., was unanimously elected to the Provincial Presidency. Harvey Murphy, of Nanaimo, was unanimously elected to the position of first vice-president, and His Honor Mayor Ashwell of Chilliwack was elected to the position of second vice-president. Daryl H. Kent was again prevailed upon to accept the office of treasurer.

Convention Briefs

Professor Boggs, of B.C. University, in speaking on the subject of taxation, mentioned that the word "tax" was derived from a French word meaning

DISMISS PRESENT BOARD OF COMMERCE

"That we, the B.C. Branch of the R.M.A. of Canada, endorse the action of the officers and members of the Dominion Board and the Dominion Executive, in their protest to the Postmaster-General regarding the present parcel post regulations benefiting the large mail order house to the detriment of the smaller retailers.

"Resolved that instead of placing the collection of the Luxury Tax on the retail trade it be collected at the source of supply, namely from the manufacturer and importer, and this way it would be absorbed in the same manner as all systems of taxation are absorbed.

"Whereas the retail merchants suffer loss and inconvenience owing to wholesalers and manufacturers billing shipments in an incomplete and careless manner, steps to have shippers give the correct weight, classification and rate on all bills of lading should be taken.

"Resolved that this convention instruct its Executive to exercise its powers to the fullest extent possible to prevent wholesalers, manufacturers, or importers selling in direct competition with the retailer to consumers or others.

"Resolved that the Retailers of Canada petition the Government to dismiss the present Board of Commerce and form a board consisting of a representative manufacturer, wholesaler, retailer and consumer, who will strive to build up the best commercial interests throughout the Dominion."

Eastern visitors to the Convention of the National Association of Retail Merchants in Vancouver last week were much interested in the above. These two ships having arrived from the Orient during the delegates stay.

"touch." Harry Murphy rose to his feet and shouted: "Man! you said a mouthful."

The member from Wyatt Bay convulsed the gathering by mentioning that in his store, every sale was entered in a book, as made, "and if at the close of the day, there is more cash in the till than balances with the sales entered up —I PUT THE DIFFERENCE DOWN AS SOMETHING, OR OTHER."

Delegate Thorpe, of Duncan, B.C., registered a minority dissenting vote to the proposition to make it obligatory to take the B.C. Retailer and to collect a dollar for same in connection with the fee for membership to the Retail Merchants' Association.

As the Retail Merchants' Association is ambiguous in the clause relating to whether the secretary should or should not have a vote, Cox, of Alberni, made a resolution to have the wording changed to more simple form.

"If the retail merchants will stick together, we will be strong enough to defeat the Government on matters pertaining to our affairs," stated President Banfield; "we pretty nearly did it recently. They only had a plurality of fourteen."

"Trowern looks like Lloyd George," said one delegate, "and if pep were dynamite, the Board of Commerce would have been blown sky high before this."

Said Banfield:—"If the opinions expressed by Meighen and Borden of the members of the Board of Commerce had only been held when they appointed them, what a lot of trouble we would have been saved."

Owing to over zeal in association affairs, and a natural enjoyment of collecting, on the part of the secretary, Alberni branch finds themselves with their dues paid up well into next year. Delegate Cox says the secretary is not an Irishman.

"By jove," said Wm. C. Miller, secretary Ontario Branch Retail Merchants' Association, "the Canadian Grocer is always on hand, at anything pertaining to the retail trade," when he saw the Grocer representative at the various sessions.

Professor Boggs, speaking of the luxury tax, said: "It violates all the axioms of taxation; it will be expensive to collect. It will be easily evaded, and will thus put a premium on false statements."

Watch Bulk Cereals During Summer Months

Strict Care Should Be Exercised in Keeping the Bins Fresh and Clean—Too Many Grocers Are Careless in This Regard.

"ONE day last week a retail grocer telephoned and said that the last barrel of rolled wheat he received was full of insects and would I send and take it back," remarked a dealer to Canadian Grocer the other day. "There are some merchants who are under the impression that grubs and other insects are in the packages when they leave the mill," he continued. "This is impossible, because the meals are hot as they go into the containers. The containers are sealed while the meal is still hot. After thinking over the merchant's complaint, I decided to go and see for myself under what conditions he kept his bulk cereals. When I arrived at the store I was shown the bin where the meal was kept and sure enough it was grubby. I then asked for the clerk who was responsible for keeping the bins filled. After questioning him on his method of looking after the cereals, I found that he was not in the habit of cleaning out the bin before filling it up with fresh goods and he stated that he had been working there for over a year and in all that time it had never been cleaned out to his knowledge. I told him to bring me a box and scoop. I then proceeded to get to the bottom of the trouble. I scooped out all the meal in the bin and found at the bottom for a depth of about six inches, a solid mass of webs and worms. I drew the

Continued on Page 41

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets show few price changes this week. The tone of all markets generally continues firm. Business in wholesale circles is prevailingly quiet, which is customary during the mid-summer season. Retailers are conserving their orders as closely as possible to current needs and are not booking orders for future delivery as freely as in the past.

MONTREAL—There are few changes in the markets this week. Sugar is fairly steady under the recent advances. Molasses has declined. There is a brisk demand for dried fruits with a slight decline on currants. The tea market has firmed considerably and higher prices are expected in the near future. The nut markets continue to rule firm with the tendency for higher prices on fall shipments. Fresh fruit and vegetables are plentiful and quotations lower.

TORONTO—There are few price changes in the markets for general commodities this week. The markets, however, generally rule with a firm undertone. All sugar refineries are now on an equal price basis; supplies are quite plentiful and many wholesalers are taking advantage of the U.S. exchange and shipping surplus stocks over the border. Molasses is steady to firm with a quiet demand noted at this season. Cereals are steady with very little demand. The corn flake manufacturer who withdrew prices a week ago has not yet come back on the market.

The spice market generally continues with an easy tone; manufacturers report pickling spices moving freely. The tea market has developed a firmer tone; primary markets have advanced three to four cents per pound. New crop second grade Japans have not as yet appeared on this market, but quotations are out to arrive and show an advance of four to six cents per pound over old stock. The new pack of sockeye salmon will be very light and quotations very high. Grecian currants are arriving but the demand that was expected in view of the low prices compared with raisins has not been manifest.

There is a big demand for raisins in the U.S. which tend to make the opening prices on the new crop very high. The high opening prices on prunes given out by some packers are not expected to hold. Spot stocks of shelled almonds and walnuts are being offered to the trade at prices below primary market quotations. There is a distinct easy tone in the market for rice and indications point to lower prices. Vegetables and fruits are arriving in abundance and prices generally are lower.

Fresh pork cuts are up one cent per pound. The butter market is easy and quotations are lower. Supplies of eggs are very light due to the demand for export. Quotations are up two cents per dozen. Lard and shortening are easier with lower quotations.

WINNIPEG—The crop is in excellent condition, and is heading rapidly, due to the welcome rain that invaded the prairie provinces during the week. Business has also been somewhat stimulated by the bright outlook of the crop. There are very few changes in the grocery market this week. There is a scarcity of sugar since the advance of $3 per cwt. last week. Molasses and syrups remain unchanged with starches firm. Breakfast cereals are in good demand. It has been reported that the hot wave throughout the States has stopped the growth of apricots, with the result that the larger sizes have been greatly affected. The first shipment of canned cherries has arrived. The tea market is much firmer, while the coffee market, although quiet, has shown considerable firmness. Black pepper remains firm. Several shipments of new Western jams have arrived and the quality is up to the standard. Walnut market has shown considerable firmness, while the almond market remains weak. Limited supplies of raspberries are arriving. Oranges advanced during the week, while banana prices have a tendency downward.

QUEBEC MARKETS

MONTREAL, July 30.—Sugars are ruling fairly steady under the recent advances. Yellow sugars are inclined to be easier. The molasses market is easier with a decline of 15 cents per gallon. Dried fruits are unchanged. Canned strawberries will be higher. Teas are firmer and higher prices are expected. Fruit and vegetables are plentiful and quotations are lower.

Sugar Steady

Montreal.

SUGAR.—St. Lawrence sugar advanced $3.00 per hundred, which places all sugar on an equal price basis. Yellow sugar is in a weak market.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated..	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Molasses Has Declined

Montreal.

MOLASSES.—The molasses market is easier and quotations have declined 15 cents per gallon.

3-gal. 38½-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, ½ doz. in case, case	8 05
Cane Sprup (Crystal) Diamond— case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Dried Fruit Demand Brisk

Montreal.

DRIED FRUITS.—There is no change in the market for dried fruits. The demand is brisk with a slight decline in currants.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)		0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon		0 45
Orange		0 46
Citron		0 68
Choice, bulk, 25-lb. boxes, lb..		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Muscatels, 2 Crown		0 23
Do., 1 Crown		0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown		0 27
Fancy seeded (bulk)		0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose		0 20
Do., Greek (16 oz.)		0 24
Dates, Excelsior (36-10s), pkg..		0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb..		0 40
Do., 2¼s, lb.		0 45
Do., 2½s, lb.		0 48
Do., 2¾s, lb.		0 50
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 12
Do., Turkish, 3 crown, lb.		0 44
Do., 5 Crown, lb.		0 46
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 23-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 33
30-40s		0 30
40-50s		0 27
50-60s		0 23
60-70s		0 22
70-80s		0 20
80-90s		0 19
90-100s		0 17½
100-120s	0 16	0 17

Strawberries to Be Higher

Montreal.

CANNED GOODS.—There are no price changes in the market for canned goods. Canned strawberries will be higher, but prices have not yet been named.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax		2 00
Beans, Refugee		2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards		1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90

Teas Are Firmer

Montreal.

TEAS.—The tea market continues firm. Quotations this week are unchanged, but higher prices are expected in the near future.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)		0 85
Early picking		0 90
Finest grades		1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spices Are Steady

Montreal.

SPICES.—The spice market is steady under a quiet demand. Quotations are unchanged.

Allspice		0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Cinnamon—		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)		0 40
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 45
Do., 80, lb.		0 43
Do., 100, lb.		0 40
Do., ground, 1-lb. tins		0 65
Pepper, black		0 39
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.		0 40
Do., package, 4 oz., doz.		0 75
Paprika		0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Nut Market Firmer

Montreal.

NUTS.—The market for nuts continues firm. Higher prices are expected for fall shipments.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan		0 75
Brazil nuts (new)		0 28
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1		0 19½
Do., salted Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (salted)—		
Fancy, wholes, per lb.		0 45
Fancy splits, per lb.		0 40
Pecans, new Jumbo, per lb.	0 32	0 35

Do., large, No. 2, polished....	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.....	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Rice Market Quiet

Montreal.

RICE.—There is no change in the quotations for rice this week. The market is quiet with prices steady.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed).....	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

ONTARIO MARKETS

TORONTO, July 30.—There are very few changes in the markets for general groceries. The St. Lawrence sugar refinery have advanced their sugars $3.00 per hundred, which places all refineries on an equal price basis. Syrups and molasses are steady. Cereals are steady under a quiet demand. Spices are easy. Teas are firmer. New pack sockeye salmon is expected to be very high with a short pack. Shelled almonds and walnuts remain easy. Rices are easy and quotations are expected to be lower. Potatoes have declined $1.00 per barrel. Domestic vegetables and fruits are arriving in abundant supplies and prices are declining.

Sugar is Plentiful

Toronto.

SUGAR.—The St. Lawrence sugar refinery have advanced sugar $3.00 per hundred, which places all refineries on an equal price basis. Supplies are quite plentiful and many wholesalers are taking advantage of the exchange and selling surplus stocks to the U.S. The raw sugar market continues to decline, but just how soon these declines will affect the Canadian market will all depend on the amount of high price raws the Canadian refineries have on hand.

St. Lawrence, extra granulated, cwt.....	24 21
Atlantic, extra granulated	24 21
Acadia Sugar Refinery, extra granulated	24 21
Dom. Sugar Refinery, extra granulated..	24 21
Canada Sugar Refinery, granulated.....	24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Molasses Steady to Firm

Toronto.

SYRUPS.—There is no change in syrups. The market is quiet and steady. Quotations are unchanged.

MOLASSES.—The market for molasses is steady to firm. The demand at this season is quiet. New Orleans molasses in barrels is quoted at 63 cents per gallon.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 80
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 63
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereal Market Quiet

Toronto.

CEREALS.—Practically no movement is shown in the market for cereals. The market is steady with no price changes.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	....
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 50
Rolled Wheat, 100-lb. bbl.	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08¾
Blue peas, lb.	0 10
Marrowfat green peas	0 11¾
Graham Flour, 98s	7 65
Farina, 98s	6 20

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — This market is fairly quiet with very little demand for package cereals with the exception of the ready prepared variety. Kellogg's Corn Flakes (London), manufacturers, who withdrew prices a week ago, have not come back on the market and it is the general opinion that prices will be higher when this line is again offered.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 14
Do., No. 2, lb. cartons.....	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

New Honey Offered

Toronto.

HONEY.—There is no new honey as yet appeared, but bee men are offering their crop at 27 to 28 cents per pound. Dealers state this is too high and are not making any contracts. Some dealers have purchased New Zealand honey at prices laid down in Toronto around 22 cents per pound.

Spices Continue Easy

Toronto.

SPICES.—The spice market generally continues with an easy undertone. Manufacturers report a brisk business, especially on pickling spices.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 65
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s.....	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander seed	....	0 25
Carraway seed, whole	0 30	0 35
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

A Strong Market for Tea

Toronto.

TEAS.—The tea market has developed a firmer tone. The primary markets have advanced three to four cents per pound. This applies especially to the lower grade Ceylons and Indias. High grades are scarce and the market strong. Second grade Japans have not as yet appeared on this market but quotations are out at 55 cents per pound to arrive.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Quiet

Toronto.

COFFEE.—The coffee market is unchanged. Quotations are steady and the demand is quiet.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

New Salmon Will be High

Toronto.

CANNED GOODS.—The quotations on the new pack sockeye salmon have not as yet been definitely named. The price, however, is expected to be around $23 for ones. The pack is expected to be small. Canned peas are about cleaned up. Standards are quoted as high as $2.40 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 40
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

New Raisins Expected High

Toronto.

DRIED FRUITS. — There is a quiet demand for dried fruits. Grecian currants are arriving but the demand that was expected in view of low prices as compared with raisins has not been manifest. New crop raisins are expected to open at high figures. The high opening prices on prunes quoted by some packers are not expected to hold.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	....	0 18½
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Shelled Nuts are Cheap

Toronto.

NUTS.—Spot stocks of shelled almonds and walnuts are being offered to the trade at prices below primary market quotations. Importers state that these goods cannot be replaced at the prices quoted and that when present stocks are reduced prices must be advanced. Bordeaux shelled walnuts are quoted at 60 cents per pound. Shelled almonds are 62 to 65 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Rice Continues Easy

Toronto.

RICE.—There is a distinct easy tone in the market for rice. Indications all point to lower prices. Quotations on spot stocks are unchanged.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Potatoes Are Lower

Toronto.

VEGETABLES. — Potatoes have declined $1.00 per barrel. Home-grown potatoes are just appearing on this market but large supplies are expected next week. Imported tomatoes are finished but the Ontario variety is arriving freely and quotations are lower Vegetable marrow is on the market at 75 cents to $1.00 per dozen. The first shipment of Michigan celery has arrived. Cabbage is cheaper. Cucumbers are quoted at $2.75 to $3.00 per 11-quart basket.

Lettuce, Can., head, 2 to 3 doz. case.	1 50	2 00
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. bask.	2 75	3 00
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	....	2 50
New Potatoes, Carolina—		
No. 1, per barrel	....	13 50
No. 2, graded, per barrel	....	10 00
Tomatoes, Ontario, 11-qt. bskt.	2 75	3 00
Do., hothouse, per lb.	....	0 25
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	....	1 00
Do., sweet, 11-qt. bskt.	....	1 75
Vegetable Marrow, doz.	0 75	1 00
Celery, Michigan, bunch	....	0 90

Fruit in Good Supply

Toronto.

FRUIT.—The first car of Elberta peaches has arrived and quoted at $6 per 6-basket crate. California Malaga grapes are on the market at $6.50 per box. Raspberries are coming very slow and price keep around 33 cents. Huckleberries are in good suppdy at $2.75 to $3.00 per basket. Cantaloupes, standard cases, are up 75 cents.

Oranges, Valencias—		
126s	....	7 50
150s	....	8 25
176s, 200s, 216s, 250s	....	9 00
Bananas, Port Limons	....	0 10½
Lemons, Cal., 240s	....	4 50
Do., Messinas, 300s	....	5 75
Do., Verdillis	....	5 50
Grapefruit, California Seedless —		
48s	....	3 50
64s, 80s	4 00	4 50
Watermelons, 26-lb. aver., each	1 25	1 35
Cantaloupes, Cal., case, 45s	....	7 50
Georgia Peaches, 6-bskt. crates	....	6 00
Plums, Cal., box	....	4 50
Canadian Cherries—		
Sour, 11s	1 25	1 35
Do., 6s	....	0 65
Black, 6s	....	1 75
Do., 11s	3 25	3 50
Gooseberries, 6s	0 85	1 00
Do., 11s	1 50	2 00
Raspberries	0 32	0 35
Blueberries, bskt.	2 75	3 00
Lawton Berries	....	0 30
Red Currants, 11s	....	1 50
Do., 6s	....	0 75
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Apples, transparent hampers	3 50	3 75

Pears, Cal. Bartlett's, box	....	6 75
Grapes—		
California Malaga, box	....	6 50

Flour Market Steady

Toronto.

FLOUR.—The flour market is unchanged. The mills are still busy with export orders but domestic business is reported quiet.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

Pickles Advance

Toronto.

PICKLES.—Bishop & Pringle pickles have advanced. The following is now the correct quotations on the Queen Quality brand:

10-oz. Square—	In case	Per doz.
Mixed	2 doz.	$3 30
Chow	2 doz.	2 70
Sweet Mustard	2 doz.	3 00
Sweet Mixed	2 doz.	4 00
18-oz. Mason Sealers—		
Mixed	2 doz.	3 85
Chow	2 doz.	3 75
Sweet Mustard	2 doz.	4 50
Sweet Mixed	2 doz.	5 00
20-oz. Square—		
Mixed	2 doz.	4 75
Chow	2 doz.	4 50
Sweet Mustard	2 doz.	5 25
Sweet Mixed	2 doz.	6 00
Bulk Pickles—Crocks, 1 gal. (American)—		
Sour Mixed	1-3 doz.	1 70
Sour Chow	1-3 doz.	2 00
Sweet Mixed or Mustard	1-3 doz.	2 90
Oak Kegs—10 gal.—		
Dill (350 count)		....
Sour Mixed		14 00
Sweet Mixed		22 00
Chow	....	16 00
Sweet Mustard		22 00
Sour Gherkins		....
Sweet Gherkins	....	....

Wrapping Paper Higher

Toronto.

PAPER.—Manila paper in rolls has advanced to 15 cents per pound. Kraft is up to 17 cents per pound.

WINNIPEG MARKETS

WINNIPEG, July 30.—Sugar supplies are not over plentiful and there is a possibility of a scarcity in the next few weeks. Molasses and syrups are unchanged. New pack canned cherries are on the market and prices are in advance of last year. The tea market is firmer. Black peppers are firmer. Cloves are easier. Sago is firm. Rices are easier. Several shipments of Western jams have arrived but definite prices are not named. Almonds are weak. Walnuts are much firmer. New vegetables are arriving freely. Lemons have declined and oranges are higher.

Scarcity of Sugar

Winnipeg.

SUGAR.—The New York raw sugar market declined two cents a pound this week. Since the advance of sugar, $3.00 per cwt. last week, sugar is not overplentiful and there is every possibility of a scarcity within the next few weeks. Yellow sugar sales have fallen off and one of our eastern refineries is trying to stimulate the use of same by using space in the daily press trying to create a better demand. Prices are remaining firm.

Redpath, granulated, 100-lb. bag	....	25 05
St. Lawrence, gran., 100-lb. bag.	....	22 05
Atlantic, granulated, 100-lb. bag	....	25 05
Dominion, granulated, 100-lb. bag	....	25 05
Acadia, granulated, 100-lb. bag.	....	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55	24 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	25 60
Icing Sugar, 50-lb. boxes, per cwt.	....	25 70
Lump Sugar, soft, 100-lb. boxes.	....	25 80
Do., hard, 100-lb. boxes, per box	....	26 00
Cubes, 100-lb. boxes, per box	....	25 70

Molasses is Unchanged

Winnipeg.

SYRUPS.—Molasses is reported to be very firm on account of the steady demand. Supplies, however, are coming through very slowly. Cane and corn syrup remain firm and supplies are arriving a little more freely.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	9 40
5-lb. tins, 1 doz. in case	....	11 25
10-lb. tins, ½ doz. in case	....	10 75
20-lb. tins, ¼ doz. in case	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 60
Cases, 5 lb. tins, white, 1 doz. in case	....	8 70
Cases, 10 lb. tins, white, ½ doz. in case	....	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	....	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	....	8 10
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 85
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 85
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Remain Firm

Winnipeg.

STARCHES.—The starch market is exceedingly firm with every indication for higher prices, due to the firm tone being shown in the corn market.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12½
Do., No. 1 quality, 1-lb. pkgs.	....	0 14
Gloss, 1-lb. pkg., per lb.	....	0 14¾
Celluloid, 1-lb. pkg., per case	....	5 65

Cornflakes in Good Demand

Winnipeg.

PACKAGE CEREALS.—Rolled oats sales have fallen off during the warm weather due to the consumer using more of package cereals as prices are very reasonable. There is a heavy demand for corn flakes on account of the special price being quoted by some manufacturers.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case.	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag	....	1 56
Do., 10-8s, per bale	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag	....	8 60
Do., 16-6s, per bale	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Dried Fruit Market Firm

Winnipeg.

DRIED FRUITS. — The hot wave throughout the States during the past month stopped the growth of apricots, with the result that not only have the larger grades been largely affected but the tonnage as well. According to present figures the apricot crop is at least one-third shorter than originally estimated. In addition to this the canners have been buying heavily and have taken twice the tonnage expected. The prune situation during the past week reports a serious dropping off of prunes in Napa and other northern districts. Just how seriously the crop is affected we are as yet unable to determine. The opening price on prunes will probably be named during the month of August.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 20
Currants, 90-lb., per lb.	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb.	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½

Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Canned Cherries Arrive

Winnipeg.

CANNED GOODS.—The only line of canned fruit to reach Winnipeg so far is canned cherries and prices are in advance over last year.

Tea is Much Firmer

Winnipeg.

TEA.—Fine and good quality teas are very high and hard to procure, even the common grades have advanced during the week. Prices are well maintained.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Firmer

Winnipeg.

COFFEE.— There is not very much change in the coffee market since our last report. Mild coffee remains firm.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade	....	0 46
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56
Rio, roasted, best grade	0 30	0 32

Black Pepper Firmer

Winnipeg.

SPICES.—Black pepper is a little firmer this week, while cloves are slightly easier. Jamaica ginger remains very high and is very hard to procure.

Sago Market Firm

Winnipeg.

RICE.—The sago market remains firm, while the rice market still shows weakness.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags	....	0 13½
Do., 50-lb. bags, lb.	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

Western Jam Arriving

Winnipeg.

JAMS.—Several shipments of new Western jams have arrived in Winnipeg, but as yet the price has not been named, and merchants report the quality very good and up to the standard.

Walnut Market Firmer

Winnipeg.

NUTS.—The almond market still remains weak and, owing to the unsettled state of the exchange it is difficult to form a clear idea of future developments. The walnut market is much firmer and very quiet at present. The primary market has increased considerably and higher prices are looked forward to. Spot stocks are pretty well cleaned up. There is nothing particularly developed in Brazils, but the prospects are only for a fair crop. Lower prices are not expected.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

New Vegetables in Demand

Winnipeg.

VEGETABLES.—New vegetables are arriving daily and are in good demand. Several shipments of Ontario tomatoes are arriving and are being offered at $4.50 per basket. New potatoes are being quoted at 10 cents a pound.

VEGETABLES		
Carrots, new, per lb.	....	0 06
Beets, new, per lb.	....	0 06
Turnips, new, per lb.	....	0 06
Head Lettuce (Cal.), per doz.	....	1 75
Leaf Lettuce, per doz.	....	0 65
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers (hothouse), per doz.	....	3 50
Cabbage (new), per lb.	....	0 07
Potatoes (new), per lb.	....	0 10
Onions (Cal. Bermuda sack), per sack	....	6 00
Peas, per lb.	....	0 15
Cauliflower, per doz.	....	4 00
Celery (B.C.), per lb.	0 13	0 14
Rhubarb, per lb.	0 02	0 02½
Tomatoes, per case	....	4 00
Do., B.C. hothouse, per case	....	7 60
New potatoes, lb.	....	0 10

Oranges Have Advanced

Winnipeg.

FRUIT.—Strawberries are practically finished and limited supplies of raspberries are arriving. Lemons dropped fifty cents a case, while oranges advanced fifty cents a case this week. Better supplies of bananas are arriving with tendencies for a lower price. Bartlett pears and Crawford peaches are now being offered to the trade.

FRUITS—		
Lemons, Cal., per case	6 50	7 00
Bananas, per lb.	....	0 14
Peaches, Cal., case	....	3 50
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	....	8 50
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	11 00
176s	....	10 00
150s	....	9 00
126s	....	9 00
Cherries, boxes	....	8 00
Do., B.C., Royal Ann, 24 to case	....	5 00
Do., B.C., Bings, 24 to case	....	6 00
New Apples, per box	....	5 00
Pears, case	....	9 00
Raspberries, per case	....	7 50

WATCH THE BULK CEREAL

Continued from Page 35

merchant's attention to this and explained that the reason he had so much trouble with his cereals was because the bins were never cleaned out before refilling. The fresh goods were dumped on top of the old and worms had worked to the top."

There is no line of goods in a grocery store that needs such careful attention as the bulk cereal department and especially during the summer months. There are some merchants who are very particular about the way the cereals are kept. One person is made responsible for the condition of the cereals. He must brush out the bins thoroughly before replenishing. Every corner is scraped and the dust removed, so that there is no possibility of insects lurking in the bins to spoil the fresh cereals.

Another point, is to carefully watch the stock and not buy more at one time than can be disposed of in a reasonable period. As cereals are slow sellers in the summer months it is a good plan to buy not more than a couple of weeks' supply at one time. Handled in this manner bulk cereals should not give the merchant much trouble.

A PENNY MADE IS A PENNY AHEAD

Continued from Page 31

because you can show how much more you are giving for the money, with quality unimpeachable.

What, after all, do you know about package goods on which you are compelled to stake your reputation? How long has the jobber held the case you got in to-day? Is it the tail end of a lot on which he bought too heavily or carelessly doubled up? Is it the last of the final purchase of last season's goods shipped to you just before he got in the first of his new crop product?

You don't know the answer. You must take chances. You will know for a certainty when one of your best customer's reports indignantly, in horrified tones, that "there were worms—do you get me? WORMS—in that last package of Blankton's rice you sent me!"

Of course, the jobber will "make good." Make good? How can he? The damage is done—done through no fault of yours.

But with goods which you buy in bulk, store in proper containers and pack yourself, you are in position to KNOW the condition of every pound sent out. You can buy conservatively, strictly according to the character of each item, keeping your supply light, keeping it fresh always. Your investment in any one item can be kept at the minimum and you have only one line to think about—your own. You don't have to burden yourself, your shelves and your bank balance with six or eight different brands of the same thing. You have excellent merchandise, cared for and backed up by your own skill and integrity.

Why is this not the better way to do?

These are some of the aspects of this problem of bulk vs. package merchandise, and I think it will pay you to weigh all factors carefully.

A final thought is that the packing of your own goods is one of the best ways to utilize every minute of time in your store, getting profitable work out of present-day expensive help which otherwise might be only partially employed. Men can always be kept busy putting up packages in advance.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, July 29.—Price fluctuations are few this week and are confined mostly to the produce market. Creamery prints have advanced one cent per pound, bringing the price up to 62 cents. Dairy butter has also advanced two cents per pound, raising the price to 54 cents per pound and on tub to 52 cents. Ontario cheese has declined one cent per pound. Eggs are up one cent per dozen. One wholesale grocery firm reports that canned peas of this year's pack are expected to be on the market within the next week.

Flour, No. 1 patents, bbl., Man...	....	16 50
Cornmeal, bags	....	5 25
Rolled Oats, per bag	....	7 25
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 31
Eggs, fresh, doz.	....	0 55
Lard, compound	....	0 29
Lard, pure, lb.	....	0 31
American clear pork, per bbl...	....	50 00
Tomatoes, 2½s, standard, doz...	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 34
Butter, creamery, per lb.	....	0 62
Do., dairy, per lb.	....	0 54
Do., tubs	....	0 52
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	5 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 29.—The markets show few changes this week. Business is the average. Rolled oats have declined $1.00 now quoted at $13.00. Stocks of canned peas and corn are practically depleted. Fresh vegetables are arriving in abundance. Old potatoes are finished. New potatoes are easier, now selling around $4.00 per bushel. Dairy products are slightly scarcer owing to farmers being busy with hay crop.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	5 10
Rolled oats	....	13 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 55	0 60
Do., case	0 50	0 52
Lard, pure, lb.	0 29½	0 30
Do., compound	0 27	0 27½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard case....	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 57	0 60
Do., dairy, per lb.	0 53	0 55
Do., tub	0 48	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case....	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	4 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 29.—B.C. sugar has advanced $2.00 but majority of jobbers are still selling at previous prices. Crisco dropped 50 cents per case. Western pack jams are withdrawn. Sago and tapioca are easier and quotations have dropped one to two cents per pound. New pack lobsters are on the market and quoted at $3.25 to $3.50 for quarters and $5.90 to $6.00 for halves. Lard is fairly steady. Ceylon cocoanut is quoted at 27 to 31 cents per pound. Peanut butter is lower. Jello has advanced 40 cents per case. Sockeye salmon ones $22.00 to $23.00 per case. New potatoes are $90.00 per ton. Raspberries are $6.00 and cantaloupes $8.75 per case.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt	....	23 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	17 40	17 70
Eggs, new laid, local, case	15 00	15 50
Tomatoes, 2½s, standard, case..	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case..	....	10 30
Raspberries, 2s, Ontario, case...	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 29.—There are practically no changes in the markets this week. The potato market is quite upset and are selling at $55.00 per ton. Moorepark apricots $3.00 per case Kereemeos $2.00 Other fruit prices unchanged.

W. J. Freeman of the Brantford Computing Scale Co., Brantford, Ont., is on a business trip to Vancouver.

Albert Reeks, for many years in the grocery business in St. Thomas, Ont., passed away on Saturday last. He was 65 years of age. He is survived by a widow and nephew.

REQUIRES CANADIAN GROCER AGAIN

Canadian Grocer.

Dear Sirs.—It was away back in 1890 or 1891 that I became a subscriber to Canadian Grocer and discontinued only when my business in Montreal, known as the Co-operative Grocery Co., was sold out in 1913.

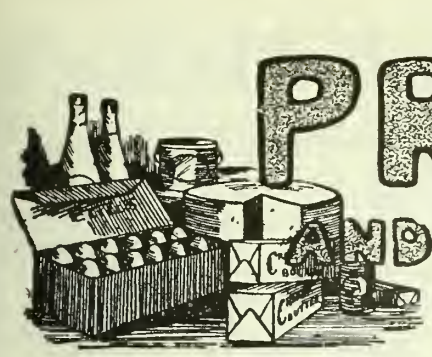
After a rest of seven years I am going to get into the business again, having recently bought from the executors of the estate of the late George Clark of Bothwell, Ont., the premises and the business.

When I take possession about August 15 you may then put back my name on your list of subscribers.

In the meantime, will you have the kindness to favor me with a list of broom manufacturers, including one located in Owen Sound, whose name I have forgotten?

A. GIRARD.

125 Grand Ave. E., Chatham, Ont., July 15th, 1920.



PRODUCE AND PROVISIONS

Sockeye Pack on Fraser Will Be Equal to Last Year

Half the Entire Pack in 1919 Was Put Up in the Skeena River District, But a Much Smaller Pack is Expected There This Year.

VANCOUVER (Special).—The 1919 season's pack of sockeye in British Columbia is given below in districts in proportion to the total pack:

4.25 per cent., Vancouver Island District
7.65 per cent., Naas River District
8.01 per cent., Fraser River District
14.8 per cent., Outlying District
15.23 per cent., Rivers Inlet District
50.06 per cent., Skeena River District

100 per cent.

The above shows that half the entire sockeye pack was put up in the Skeena River district. At the commencement of the fishing season reports from that district indicated a good-sized pack. However, the fish had not then commenced to run, and the reports were only indications.

The fish are not running so strong as last year on the Skeena River, and a much smaller pack is expected in that district this season.

A Good Run in Rivers Inlet District

The sockeye are just starting to run on the Fraser River, and the pack on the Fraser is expected to be equal to last year. However, this was only 8.01 per cent of the total pack.

Regular English customers have already placed large orders for sockeye and redspring salmon, subject to pack. Sales have been made to them at $21.00 a case unlabelled. The market is firm, and has a tendency to advance further. In United States packers are asking $24.00 per case for sockeye halves. Last year the large packers here gave small pro rata deliveries of sockeye at opening prices, and within a short time the market advanced $3.00 to $3.50 per case. Short deliveries of this grade are again expected this year, and it is anticipated that independent packers will get a similarly higher price than the opening price. Since the first export sales made, about two months ago, sockeye has advanced $2.50 per case. The price of raw sockeye to the fishermen opened at 55 cents per fish. Already they are paying 75 cents on the Fraser, and some packers think it will be necessary to pay $1.00 per fish to induce fishermen to catch same for them.

Canada's Fishing Revenue Enormous

Total Revenue Amounts to Over $60,000,000, Showing an Increase of $25,000,000

Ottawa.—Canadian fisheries for the fiscal year, which closed with March last, produced a total commercial revenue in excess of sixty million dollars, or an increase of twenty-five millions, as compared with the fiscal year that closed with March, 1917. The export trade in fish for the last fiscal year was worth $40,687,172, an increase of over one hundred per cent. in value, as compared with 1914. The increase over the preceding year was in excess of four million dollars.

The export trade with the United Kingdom increased from $6,726,389 in 1914 to $9,815,979 in the last year, while the trade with the United States jumped from $5,644,355 in 1914 to $17,180,250 last year. The great increase in fish sales to the United States has been due to the fact that the value of canned salmon sold to the Republic in 1914 was $115,360, while last year it was $12,067,319. During a span of six years there has been a jump of nearly three hundred per cent. in the value of dry salted cod, ling, hake and pollock shipped into the United States.

Trade authorities look with some disfavor upon the increased fish trade with the United States, because a large quantity of salmon and other fish imported from Canada is exported again. Statistics indicate that the premium on American money is attracting Canadian trade to the exclusion of other markets. "While United States firms have agents abroad building up future trade, Canadians," remarks an official statement, "are content to sell to the United States. They seem not yet to have appreciated the fact that the premium on American funds gives Canadian exporters in foreign markets an advantage over their American competitors to the extent of the premium. The warning given recently by a Canadian bank that Canadians are letting slip by the opportunity to build up Canadian trade would seem to be applying just now to the fishing industry."

U.F.O. PURCHASE STORE IN ST. THOMAS

The United Farmers' Co-operative Company, Limited, of Toronto, has purchased the business and stock of Samuel Graham, clothing merchant, of this city, and will open the store, which is located in the Engineers' building, as soon as it can be renovated. The announcement was made by J. E. Hagerman, of Toronto, who is in St. Thomas taking stock. The new store will handle general dry goods, men's furnishings, boots and shoes and groceries.

HAS BIG POTATO CROP

Winnipeg.—Manitoba's potato crop this year will be the biggest by far the Province ever has produced, provided that present favorable weather conditions continue.

528 TONS SUGAR SENT ACROSS LINE IN ONE DAY

Windsor.—According to figures made public by the Customs Department here yesterday, approximately 528 tons of sugar were shipped across the border here in one day last week. The greater part of the sugar is being shipped to the United States by the large Canadian refineries. One shipment of 60,000 pounds was made by a Toronto wholesaler, it is said. Local dealers declare there is no scarcity of sugar despite the large exports.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 30.—The feature of the produce market this week is the drop in the price of butter. Butter is one cent per pound lower this week as a result of the market being less active. Eggs are in good supply but the high prices demanded lately are still in force. There is no change in the price of fresh or cooked meats and the poultry market is rather quiet. Lard and shortening continue firm at prices quoted. Fresh fish from the Eastern coast is very scarce but British Columbia shipments are meeting the market. Qualla salmon is up 1c a pound this week. New cheese is quoted this week at 30c per pound, which is one cent lower than prices previously quoted.

Fresh Meat Unchanged

Montreal.

FRESH MEAT.—There is no change this week In the price of fresh meat r in the live stock market. The trading is rather quiet and the prices remain unchanged.

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 30½
Fresh Pork—	
Legs of pork (foot on)	0 35
Loins (trimmed)	0 42½
Loins (untrimmed)	0 38
Bone trimmings	0 30
Trimmed shoulders	0 26½ 0 32
Untrimmed	0 28
Pork Sausage (pure)	0 26
Farmer Sausage	0 20
Fresh Beef—	

(Cows)			(Steers)	
$0 23	$0 30	Hind quarters	$0 28	$0 34
0 14	0 18	Front quarters	0 14	0 18
....	0 40	Loins	....	0 46
....	0 28	Ribs	....	0 32
....	0 18	Chucks	....	0 17
....	....	Hips	....	0 35

Calves (as to grade)	0 22 0 28
Spring lamb, carcass	0 32
Fresh sheep, carcass	0 22 0 30
Frozen lamb, carcass	0 32

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS.—There is no change in the price on barrelled meats. The demand is small during the summer season and most of the packing is done for export.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Cooked Meats Firm

Montreal.

COOKED MEATS.—The demand for cooked meat continues very good during the summer season. There is no change in the price however and quotations remain firm.

Jellied pork tongues	0 47
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 55 0 59
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Smoked Meats Unchanged

Montreal.

SMOKED MEATS.—There is a very fair demand for smoked meats this week but prices are unchanged. The absence of so many from the city during the summer months has cut down the demand to an extent which is noticeable in sales.

BACON—		
Breakfast, best	0 49	0 59
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Cheese Slightly Lower

Montreal.

CHEESE.—The bidding for cheese on the primary market has not been so active of late. The demand for European market has hlightly fallen off and as a result the price of new cheese has dropped 1 cent this week to 30 cents per pound. Old cheese continues firm at 35 cents per pound.

CHEESE—		
New, large, per lb.	0 30	0 30
Twins, per lb.	....	0 30
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Butter Drops One Cent

Montreal.

BUTTER.—Following the advance in the price of butter of last week there has been a reaction on the market and bidding was not so active this week. As a result the price of butter has dropped 1 cent per pound to 61 cents for creamery prints and 60 cents for solids. The price has been very high on account of the big demand from the American cities and as a result higher prices have had to be paid in Canada. The opinion is expressed that butter will be cheaper in the near future as this demand diminishes.

BUTTER—		
Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Eggs Demand High Prices

Montreal.

EGGS.—The price of eggs remains the same this week with the big demand for packing continuing; 62 cents is being asked for select and 55 cents per dozen for fresh eggs. These prices are very firm and all offerings on the market are taken at the advanced prices.

Margarine Sales Small

Montreal.

MARGARINE.—The demand for margarine is not very heavy at this season, and prices continue as they have been for some time.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Shortening Prices Hold

Montreal.

SHORTENING. — There is no change in the price ow shortening this week. The market as a whole is very firm at quotations given but some brands are competing for the market with slightly lower prices.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 27¾
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28¼

Lard Prices Differ

Montreal.

LARD.—There is no change in the price of pure lard this week. Some compounds have dropped 1 cent a pound and some brands of pure lard are also cheaper. The well-known brands, however, remain at prices quoted and no reason is given on the primary market for any change in price.

LARD—	
Tierces, 360 lbs	0 29
Tubs, 60 lbs.	0 29¼
Pails, 20 lbs.	0 29¾
Bricks	0 31

Eastern Fish Dearer

Montreal.

FISH.—The supply of fish from the Pacific coast is meeting the demands of the market very thoroughly. The fishing season from the Eastern coast has been rather disappointing and is about over. Lake trout and white fish are very scarce and doree is practically off the market. Fresh haddock is scarce but cod are in very good supply. Qualla salmon is up 1 cent per pound this week as a result of a shortage in the supply. There is no change in the price of smoked or the prepared fish.

FRESH FISH

Haddock	0 08
Steak cod	0 10
Market cod	0 07
Mackerel	0 15
Flounders	0 10
Prawns	0 50
Live Lobsters	0 35
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 40
Halibut	0 26
Gaspereaux, each	0 04

Whitefish		0 18
Lake trout		0 24
Brook trout		0 50
Pike		0 12
Perch		0 13
Fresh eels, per lb.		0 15
Fresh Herrings, each		0 03
Doree		0 24
FROZEN FISH		
Halibut, large and chicken		0 17
Halibut, Western, medium		0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed		0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.		0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings		0 06
B.C. Red Salmon		0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.		16 00
Sardines, half barrel		6 00
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 50
Boneless cod (20), per lb.		0 15½

SMOKED		
Finnan Haddies, 15-lb. box		0 13
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35

No Change in Poultry

Montreal.

POULTRY.—No change is experienced this week in prices on poultry. Prices remain as they have been for some time while the demand and the offering on the market is small during this season.

(Selling Prices)		
POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)		0 47
Young Domestic		0 42
Turkeys (old toms), lb.		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, July 30.—In the produce and provision markets, quotations for the most part are firm with some advances registered. Fresh pork cuts are up one cent per pound. Tenderloins have declined two cents per pound. Smoked meats are strong with advances on some cuts. Barrel pork has declined $1.00 to $3.00 per barrel. Cooked meats are quite firm with higher quotations on head cheese and spice beef. The butter market is easy, although no price changes have been affected. Supplies of eggs are arriving in small quantities and mostly of an inferior quality; quotations are two cents per dozen higher. Shortening and lard is easier and quotations down one cent per pound. Poultry is becoming more plentiful and quotations have declined on fowl.

Fresh Pork Cuts Up One Cent

Toronto.

FRESH MEATS.—Fresh pork cuts have advanced one cent per pound. Tenderloins have declined two cents per pound, bringing the price down to 58 cents. Other meats are steady at unchanged quotations.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	21 00	21 25
Live, fed and watered, per cwt.	20 75	21 00
Live, f.o.b., per cwt.	19 75	20 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 40
Loins of pork, lb.		0 45
Fresh hams, lb.		0 42
Tenderloins, lb.		0 58
Spare ribs		0 17
Picnics, lb.		0 29
New York shoulders, lb.		0 31
Boston butts, lb.		0 38
Montreal shoulders, lb.		0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Dry Salt Bacon is Higher

Toronto.

PROVISIONS.—Smoked meats remain firm with an advance of three cents per pound on heavy hams, and one cent on Wiltshire sides. Dry salt meats are up ½ cent per pound, with the exception of fat backs, which have declined one cent per pound.

BARREL PORK.—Mess pork has declined $3.00 per barrel, bringing the price down to $47.00. Short cut backs have declined $1.00 per barrel, which brings the price down to $56.00. Pickled rolls, both heavy and light weight, are down $1.00 per barrel.

Hams—		
Medium	0 46	0 48
Large, 20 to 25 lbs. each, lb.		0 44
Heavy, 25 lbs. upwards, lb.		0 39
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 66
Rolled	0 68	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.		0 41
Wiltshire, three-quarter cut		0 44
Wiltshire, middle		0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 28
Do., av. 80-90 lbs.		0 27
Clear bellies, 15-30 lbs.		0 31
Fat backs, 10 to 12 lbs.		0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.		47 00
Short cut backs, bbl. 200 lbs.		56 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy		60 00
Lightweight		66 00
Above prices subject to daily fluctuations of the market.		

Some Cooked Meats Higher

Toronto.

COOKED MEATS.—All cooked meats are in active demand. Boiled hams are steady at 66 cents per pound. Head cheese has advanced three cents per pound. Jellied calves tongue has declined one cent, bringing the price to 52 cent. Spice beef has advanced two cents, now quoted at 32 cents per pound.

Boiled hams, lb.		0 66
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 65
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.		0 18
Spice beef, lb.		0 32
Macaroni and cheese loaf, lb.		0 26

Above prices subject to daily fluctuations of the market.

Butter Market is Easier

Toronto.

BUTTER.—The butter market is fairly easy, although no price changes have been effected. Creamery prints are ruling at 60 to 62 cents per pound. Very little first quality dairy is being offered on the market.

BUTTER—		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

Eggs Are Up Two Cents

Toronto.

EGGS.—Supplies of eggs are arriving in small quantities, and mostly of an indifferent quality. Ordinary fresh eggs are quoted at 59 to 60 cents, and extra selects at 62 to 63 cents, which is an advance of two cents per dozen over last week.

EGGS—		
Fresh, selects	0 62	0 63
Fresh	0 59	0 60
Fresh selects in cartons		0 65

Prices shown are subject to daily fluctuations of the market.

Cheese Market Holds

Toronto.

CHEESE.—The cheese market is steady. Quotations are holding at 30½ to 31 cents per pound. There are still some good old cheese to be had at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 30½	0 31
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Shortening Market Easy

Toronto.

SHORTENING.—Shortening continues to rule easy. Quotations are 25 to 25½ cents per pound on the tierce basis. Tubs are ½ cent higher and pails ¾ cent higher.

SHORTENING—		
1-lb. prints	0 27	0 27½
Tierces, 400 lbs.	0 25	0 25½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Lard Declined One Cent

Toronto.

LARD.—Lard is ruling with an easy undertone. This is probably due to the larger stocks in the United States, which were being held for export and have recently been released in view of the fact that export orders have not materialized.

Quotations on local market declined one cent per pound during the past week.

Tierces, 400 lbs.	0 26½	0 27

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Margarine Unchanged

Toronto.

MARGARINE.—There is a quiet demand for margarine. Quotations are steady and unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fresh Fish Arriving Freely

Toronto.

FISH.—There is quite a demand for fish. Supplies are arriving freely and quotations fairly steady. Cod steak is up one cent. Flounders are also up one cent per pound.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	....	0 09½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Chickens Decline

Toronto.

POULTRY.—Poultry is becoming more plentiful and quotations on fowl have declined two cents per pound. Spring chickens are down 5 cents per pound. There is a small demand.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 27
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 30	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 35	0 40

Prices quoted to retail trade—	Dressed
Hens, heavy	0 30
Do., light	0 28
Chickens, spring	0 55
Ducklings	0 40

Cheese in Good Demand

Winnipeg.

CHEESE.—There is a good demand for Ontario cheese, both large and twins. Shipments are coming through very slowly.

Pure Lard is Firm

Winnipeg.

LARD.—There has been no change in the lard market this week. Prices remain unchanged.

Eggs Are Scarce

Winnipeg.

EGGS.—Eggs are reported very scarce and higher prices are quoted. Fresh eggs are quoted at 55 and 60 cents a dozen, with candled eggs around 52 cents a doz.

Fish Supply is Good

Winnipeg.

FISH.—Supplies of fresh fish are arriving daily and the demand is very active.

WINNIPEG MARKETS

WINNIPEG, July 30.—Practically no change in the produce and provision market this week. The hog market remains steady and fresh beef from steers and heifers has advanced from two to three cents a pound. Hams and bacons remain steady with cooked meats in good demand. The butter market remains firm with upward tendencies. Ontario cheese is in good demand but supplies are limited. Lard and shortening remain unchanged, while eggs are reported scarce and higher prices are being quoted.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market remains steady. Hogs are being disposed of at $19.50 per cwt. Fresh beef from steers and heifers has advanced from two to three cents a pound during the week. Mutton declined one cent a pound, while lambs remain steady.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 20	0 29
Front quarters, lb.	0 13	0 17
Whole carcass, good grade, lb..	0 17	0 23
Mutton—		
Choice wethers, 55-70 lbs., lb..	....	0 25
Choice ewes, lb.	....	0 22
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacons are very steady with a good demand. Prices remain unchanged.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—Cooked meats are in active demand and the demand is much greater than the supply.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Very Firm

Winnipeg.

BUTTER.—Creamery butter is very firm with upward tendencies. Dairy butter supplies are arriving more freely.

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

TEN WORTH-WHILE COMMANDMENTS

Hanging in the office of a Merchant in Western Canada are ten commandments for employees that might well be copied and placed before the employees of a concern of any kind.

They are as follows:

1. Don't lie. It wastes my time and yours. I am sure to catch you in the end, and that is the wrong end.

2. Watch your work, not the clock. A long day's work makes a long day short, and a short day's work makes my face long.

3. Give me more than I expect, and I will give you more than you expect. I can afford to increase your pay if you increase my profits.

4. You owe so much to yourself that you cannot afford to owe anybody else. Keep out of debt or keep out of my shops.

5. Dishonesty is never an accident. Good men, like good women, never see temptation when they meet it.

6. Mind your own business and in time you'll have a business of your own to mind.

7. Don't do anything here which hurts your self-respect. An employee who is willing to steal for me is willing to steal from me.

8. It is none of my business what you do at night. But if dissipation affects what you do the next day, and you do half as much as I demand, you'll last half as long as you hoped.

9. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet for my vanity, but one for my dollars.

10. Don't kick if I kick. If you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.

Your Customers will be glad to get

Our New Book—

"Saving Without Sacrificing"

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

We distribute them through the Retail Dealer as follows :—

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, "Saving Without Sacrificing," is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

Fill in and mail the attached coupon to-day and we will send you a supply of these helpful little folderettes to give to your customers.

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL - HAMILTON

Please send me a supply of your illustrated folders advertising "Saving Without Sacrificing," which I shall be pleased to distribute among my customers.

Name .....

Address .....

.....

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

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Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

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SCOTCH SNACK

IDEA No. 8

Sells Well and Pays a Nice Profit

Keep a good stock on hand, it pays during the warm weather. Scotch Snack will be in big demand—Keep your stock complete.

Order from Your Wholesaler or Direct from

ARGYLL BUTE, "Reg."

MONTREAL, QUE.

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

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JAS. DALRYMPLE & SON
Montreal and
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H.A. COOKED MEATS

will increase summer provision sales.....

H·A BRAND

Women dislike standing over hot stoves in summer cooking warm weather meals, consequently they are always on the lookout for appetizing cooked meats that eliminate tedious work.

H.A. tempting cooked meats if *properly displayed* will speed up your provision department and earn you handsome worthwhile profits.

Let us send you a trial order of assorted.

THE HARRIS ABBATTOIR COMPANY, Limited
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For dainty summer lunches recommend.....

"BRUNSWICK BRAND" Sea Foods

Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. Keep your stock well displayed as their advantages are so obvious that a mere display and a little reminder will increase your profits enormously.

Check over your stock today and order a good supply of these popular lines.

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Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

—Speed up your Summer sales with

CHICKEN

(LILY BRAND)

HADDIES

REGISTERED

The Popular Summer Sea Food That Means Good Profits for You

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Brand

SARDINES

Obtain your supply now of these nicely flavored sardines. This brand should be your choice for customers who want a quickly and easily-prepared luncheon.

Packed only from selected fish in purest olive oil.

Order to-day from wholesaler.

Canadian Agents:

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Hamilton, Ontario

APROL

SELLING IDEA No. 10

Ask your wholesaler to supply you with receipt books for the use of

APROL

Put one in every order you deliver for a whole week.

Then watch the sale of APROL increase.

And with it your profits.

One sale means many sales.

Your efforts are useless if you have not a good supply of APROL on hand.

The pure nutty oil crushed from the Kernels of Peaches and Apricots.

W. J. BUSH & CO.

(CANADA) Limited

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Nourishing and Refreshing

The purity and wholesomeness of MALCOLM MILK PRODUCTS make them a quality line that can be highly recommended. A splendid and convenient line to offer to campers and tourists during these summer days.

Write for price list and sample order.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONTARIO

Feature convenience and keeping quality for hot weather

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT : 140 ST. CATHERINE ST. EAST, MONTREAL

Macaroni has big possibilities

Superior
Brand
MACARONI

Most women are wonderfully keen nowadays for methods of saving household expense! What could be more fitting than an increased use of macaroni which costs her far less than meat or eggs though higher in food value.

Superior Macaroni

offers the additional incentive of superior flavor, and superior crispness. Try out a sample order and boost macaroni.

SOLE SELLING AGENTS:
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VANCOUVER WINNIPEG MONTREAL HALIFAX
The Superior Macaroni Co. Ltd., Toronto

A Ready Supply Always Profitable

BRODIE'S XXX Self-Raising Flour kept on hand and prominently displayed at this season is a profitable suggestion for you. Its efficient quality will be readily recognized.

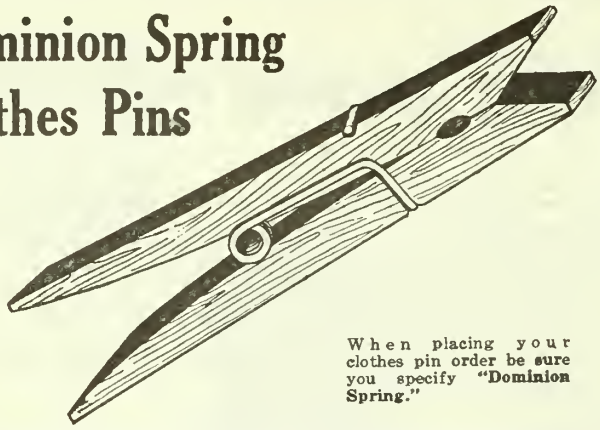
For making Pancakes, Muffins, Biscuits, Doughnuts, etc.

Your order can be fulfilled through your wholesaler or jobber.

Brodie & Harvie, Ltd. - - Montreal

Ontario Representatives: Chadwick & Co., Toronto. Quebec Representatives: J. B. Renaud & Cie. Inc., Quebec.

Dominion Spring Clothes Pins



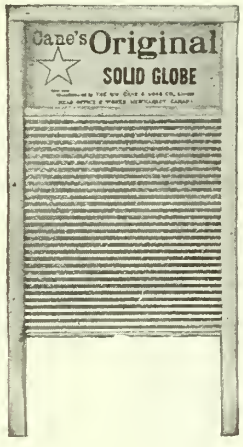
When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



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Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

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The Gray Building, 24 and 26 Wellington St. W., Toronto

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RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

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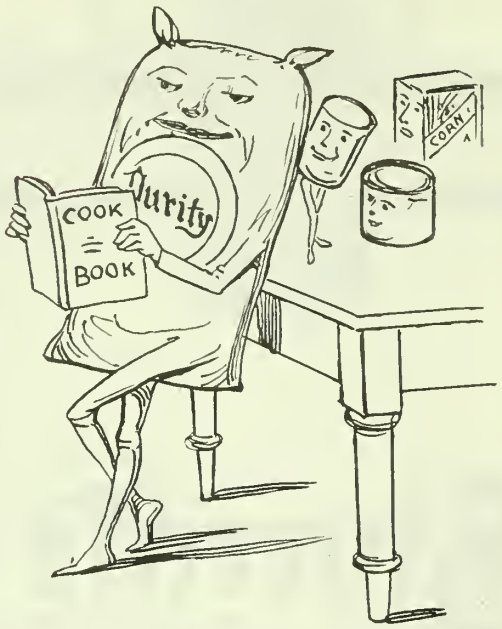
Agents
MONTREAL

Flour is the Basis of the Cook Book

EVER notice how often flour is mentioned in the cook book? It is the main basis for the majority of the recipes you see there. Cooks can't do much without flour.

Push the sale of flour in your store and encourage the wholesome practice of home-baking.



PURITY FLOUR

makes friends for the grocer that recommends it, because it is a good strong flour for bread and bread products, and is equally good for pastry and household baking in general. Every time you sell flour you make business in a score of other lines of your stock as advertised in the cook book to go with flour.

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Head Office, Toronto, Ontario

Branches at : Victoria Nanaimo Vancouver Prince Rupert New Westminster Nelson Courtenay Rossland Calgary Edmonton Brandon Winnipeg Goderich Ottawa Montreal St. John, N.B.

You Can't Say You Keep the Best
Unless You Offer Your Customers

LANKA TEA

Shirriff's

(TRUE SEVILLE)
ORANGE
MARMALADE

Putting Shirriff's Marmalade on the Nation's Breakfast Table

THERE is no place for half-measures in the Shirriff organization. Choicest Seville oranges and pure Cane sugar make Shirriff's Marmalade the best marmalade possible. Striking advertisements which arrest attention, are constantly impressing the public with Shirriff superiority—literally putting Shirriff's Marmalade on Canada's breakfast table.

The ever-increasing demand for Shirriff's Marmalade is a welcome warning to grocers to stock up well on this popular preserve. Shirriff's is a quick seller, a sure repeater and a steady profit-maker. Be sure you have it when your customers ask.

IMPERIAL EXTRACT COMPANY
TORONTO, ONTARIO

Selling Agents for Canada:
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TORONTO AND MONTREAL

Furnivall's FINE FRUIT PURE JAM

A PERFECT blend of juicy, sun-ripened fruit and pure cane sugar. Their popularity and prestige are to-dav rewarding thousands of Canadian grocers with handsome profits and customer goodwill.

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Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

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BONNE SANTÉ

THE NEW SELF-RISING FLOUR

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All Kinds of Cakes, Pies,
Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

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All foreign and domestic fruits, also fresh Georgian Bay trout.

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OWEN SOUND - - ONTARIO

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONSREAL, QUE-

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

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SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40-lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20

Culinary Starch

4 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15

Holidays

The Salesmen are away on their annual vacation and will not be back on the job until August 9th. In the meantime we are offering some lines of goods at prices which we think should be attractive enough to draw business without the assistance of a salesman.

If you will look over this list you may find some things which you can use to advantage, and we shall be very glad to hear from you.

Courtier Salmon 1s Tall	3.45
Tiger Salmon 1s Tall	3.50
Monarch Lombard Plums H.S. 2s	2.60
Monarch Green Gages H.S. 2s	2.75
Bartlett Pears H.S. 2s	4.10
Monarch Pitted Red Cherries H.S. 2s	3.90
Monarch Red Raspberries H.S. 2s	4.75
Monarch Strawberries H.S. 2s	4.75
Griffin Fancy Seeded Raisins 15 oz.	28
Sun Maid „ „ 15 oz.	28
Griffin Seedless 15 oz.	29
Choice Cleaned Smyrna Sultanas	25½
Fine „ „ „	24½
Madagascar Lima Beans	12¾
Singapore SEED PEARL Tapioca	8½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

New Apples

Delaware apples in Hampers are now arriving—Transparent Variety—Quality excellent.

California Bartlett Pears

Our first car of these delicious pears is due Monday. Followed by regular arrivals.

Also California Plums, Canteloupe, Georgia Peaches—Tomatoes, Local Cherries, Raspberries, etc.

White & Co., Ltd. - Toronto

for FANCY FRUITS

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph *Established 1861* Ontario

10-lb. tins, ½ doz. in case.. 6 85
20-lb. tins, ¼ doz. in case.... 7 60
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... $1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each $1 25

Doz.

White Cleaner (liquid) $2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown .. 4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb..... $1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb.... 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs..... 1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs. 1 25
Derby, 9s, 4-lb. boxes..... 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz..... $6 25
Perfection, ¼-lb. tins, doz... 1 70
Perfection, ½-lb. tins, doz... 3 25
Perfection, 10s size, doz..... 1 25
Perfection, 5-lb. tins, per lb. 0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box..... 2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.... 2 00

SWEET CHOCOLATE

Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes 0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.... 0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Crown Chocolate, 28 cakes in box 1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. $0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
Milk Croquettes, 5-lb. boxes. 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.... 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .. 0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .. 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb..... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb. 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz. 6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. 3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz. 6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz. 3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz..... 4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box 2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross 1 15
20—1c Milk Chocolate Sticks, 60 boxes in case 0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box.. $0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box.. 0 95
Ginger Bars, 24 in box, 60 boxes in case, per box.... 0 95
Fruit Bars, 24 in box, 60 boxes in case, per box.... 0 95
Active Service Bars, 24 in box, 60 boxes in case, per box.. 0 95
Victory Bars, 24 in box, 60 boxes in case, per box.... 0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box. 0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box.. 1 00
Cream Bars, 24 in box, 50 boxes in case, per box 0 95
We pack an assorted case of 60 boxes of bars.
Maple Buds—
6c display boxes ....
6c pyramid packages, 4 doz. in box ....
6c glassine envelopes, per box 1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box 2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes 4 15
Kellogg's Toasted Corn Flakes Ind. 2 00
Kellogg's Shredded Krumbles 4 35
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 2 25
Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montrea .

XXX Self-Rising Flour, 6 lbs. packages, doz. $6 40
Do., 3 lbs. 3 24
Superb Self-Rising Flour, 6 lbs. 6 20
Do., 3 lbs. 3 15
Crescent Self-Raising Flour, 6 lbs. 6 30
Do., 3 lbs. 3 20
Perfection Rolled Oats (55 oz) 3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz... 1 60

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS ETC.

SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

Pure and Appetizing Summer Drink

Suggest Marsh's Grape Juice to your customers during the hot weather.

It is pure and wholesome — crushed from Concord Grapes. The profit will please you.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto and Montreal

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

ROSE'S LIME JUICE

A stock on hand for displaying will bring good results. Put up in attractive bottles.

Your customers will find it pleasing and of good quality. Just the right drink for satisfying at picnics and other outings.

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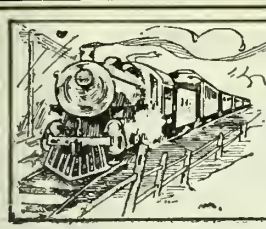

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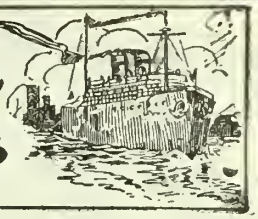
Latest Editorial Market News



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as Food Protectors are needed in every home.
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Limited
608 and 609 Temple Bldg.
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Toronto, Canada

We are now located in our new and more spacious warehouse at

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Best English Malt Vinegar
QUALITY VINEGAR

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OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
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the dustless sweeping compound.
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Manufacturers TORONTO, Ontario

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CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made

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Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
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We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

BOOKING ORDERS FOR MOLASSES

Molasses manufacturers are urging customers to book orders and keep stocks in advance of present needs in view of the fact that they are expecting a serious congestion of freight in the fall and early part of the winter. Last year, they claim that shipments were held up two to three months.

LOWER PRICES ON RICE

The rice market is easier. Importers are looking for a decided drop in prices for the new crop, which will arrive during the first part of October.

REFINED SUGAR

PROMPT SHIPMENT

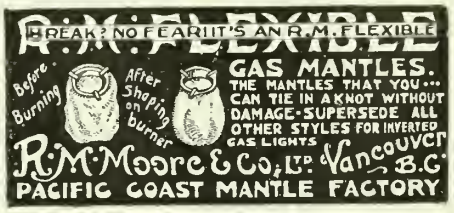
Write for Prices

JOHN GARVEY & SONS
Wholesale Grocers
LONDON, ONT.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577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After Shaping on Burner
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THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE - SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — MALE OR FEMALE, EXPXERIenced clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE IN COUNTRY village. Old-established business. No competition. Turnover 35 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

HEAD CLERK IN CHARGE OF LARGE GROcery store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

CLERK WANTED—YOUNG MAN 14 TO 17 years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

AGENCY—LARGE EXPORTERS, HIGH CLASS table delicacies, require energetic representative with first-class credentials for Canada. Liberal commission. Write Box "A.I.P.," c/o Davies Co., 23 Finch Lane, E.C. 3.

FOR SALE—EXCELLENT GROCERY STORE property in thriving farming centre in Middlesex County. For further particulars, write S. B. Arnold, Barrister, Chatham, Ont.

Wanted--A *Real* Salesman

A leading manufacturing concern located in Toronto needs a high-grade man to sell a food specialty line to grocers in Eastern Canada. Not a man who merely "calls on the trade" but one who knows how to go after business and get it.

Write, giving retails of your present and past sales record and experience, but don't waste time applying unless you are an A1 salesman—a real producer. Salary commensurate with ability. Apply Box No. 206

CANADIAN GROCER
153 University Ave., Toronto

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

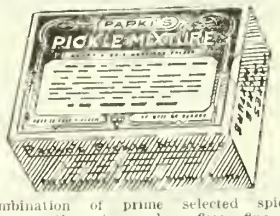
On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

IN MAKING PICKLES

Instead of using spices, better results are obtained by using

PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well. No additional spices are required.

Retail Price 25c Package.
Wholesale Price $2.25 per doz. $27.00 per gross.

PARKE & PARKE, LIMITED
Macnab St. & Market Sq. Hamilton, Ont.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GOOD COUNTRY BUSINESS. Stock, store, outbuildings and residence. Particulars apply to W. Geo. Gauley, Vars, Ont.

WHOLESALE GROCERY BUSINESS FOR sale in one of the best locations in the Maritime Provinces. Best of reasons for selling. Unless you mean business do not write. "Wholesaler," Canadian Grocer, 153 University Ave., Toronto, Ont.

NATIONAL SIX-CYLINDER MODEL TOURing Car in good condition; will sell at a bargain. Apply Box 8, Port McNicoll.

FOR SALE—GENERAL COUNTRY STORE IN Village, one and one-half miles from station. Good business. Stock $10,000. Turnover $40,000 annually. Could lower stock to suit purchaser. Reason for selling, want to get to High School or College. Box 208, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co. Limited, 113 Sumach St., Toronto.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

Gosse-Millerds' Ocean Products

Especially Seasonable Now

and as a matter-of-fact Quality Goods are Always in Demand

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

NOTE

Get a report to-day on your stock of canned fish on hand

PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case.

GOSSE-MILLERD PACKING COMPANY, LIMITED

Salmon and Herring Canners and Packers

Head Office, 597 Hastings St. West, Vancouver, B. C., Canada

FEATURING THE MARITIME PROVINCES

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, AUGUST 6, 1920 No. 32

Brunswick Brand Sea Foods

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Feature Brunswick Brand wholesome Fish Foods in your summer displays and suggest their convenience to your customers in preparing dainty and appetizing warm weather dishes which do not require cooking.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
REGISTERED
BRUNSWICK BRAND
WEIGHT OF CONTENTS 14 OZS
KIPPERED HERRINGS
Breakfast Delicacy
TRADE MARK
CONNORS BROS LTD
Diploma awarded at St. John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Place a full line of **BRUNSWICK BRAND SEA PRODUCTS** on your counter and shelves. You'll get the business.

Connors Brothers Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative :
Chas. Duncan & Son, Winnipeg, Man.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to any one interested.

How Would You Dress This $40,000 Window ?

THE United Cigar Stores Company is said to pay a yearly rental of $40,000 for a two-sided corner window in the Flatiron Building in New York City.

Astounding! You say. Yet we all know the United Cigar Company are a mighty progressive and keen business organization. They certainly would not pay such an enormous sum for a window if it did not return them actual profit on the investment.

It hardly seems necessary to say that this window display is changed frequently and much attention and thought given to its arrangement.

You dealers may not have $40,000 rentals, but the mere fact that store rentals are figured on a front foot basis shows how important the front show windows are.

Your windows may not cost you $40,000, but they are valuable. More than ten people pass your store to every one who enters. Attractive window displays not only bring more customers into your store but often decide a sale before they come in.

Much time, thought and expense are put into the O-Cedar posters, window cards, and signs that are offered to you to make your displays attractive, and we will gladly help you or give suggestions, if you desire, to make your O-Cedar display a real business getter.

Dealers find that a frequent O-Cedar window display serves to focus the attention of the buying public who have read of O-Cedar Merits in the papers and magazines; in which a steady and extensive advertising campaign appears.

O-Cedar Polish

Channell Chemical Co., Limited, Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

REMIND your customers when they enter your store or over the phone, that a half-a-dozen tins of *Borden Milk* on their shelves will eliminate the *Summer sour milk problem* and enable them to have a fresh supply of *rich, creamy milk always on hand.*

Your suggestions will not only boost your profits but they will also be greatly appreciated by your customers.

Borden's Products—
Eagle Brand Milk
St. Charles Milk

The Borden Co., Limited
Montreal

Reindeer Coffee
Reindeer Cocoa
Borden's Malted Milk

Borden's
Canada's National Milk

CLARK'S ROAST BEEF

Mr. Grocer, is well worth featuring at this season. Finest selected Beef, deliciously cooked and pressed to make slicing easy. Economical for your customer and a business getter for you.

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A piquant and satisfying dish prepared from the very best of ingredients. Is both appetizing and nourishing yet moderate in cost.

The CLARK "GOOD THINGS" are all sellers

Made in Canada - By Canadians

W. CLARK LIMITED, MONTREAL

COCOA BEANS

Prompt deliveries corresponding exactly to description.

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

Easily Opened

Are You Selling Goods That are "In Season"?

We suppose you are–but does your stock include "NORSE CROWN" Norwegian Brisling Sardines?

Just now is the time for picnics, outings, etc., and your customers will be asking for food that is substantial yet convenient on such occasions. Therefore say "Norse Crown."

"Quality Will Tell"

Your wholesaler can supply you; if not, write us at once and ensure an early shipment.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Company

32 Front St. W. - Toronto

Do you want to make 348% a year on capital invested in Oranges and Lemons

THOUSANDS of merchants wonder how scores of their fellow retailers make such good profits from oranges and lemons. They do not seem able to sell their stocks on as profitable a basis as they should be sold. They know that there must be a good profit in these fruits, because they are on sale 365 days in the year and are staples in practically every good store in the country.

Scores of merchants are making *348% a year* on capital invested in oranges and lemons. They first determine by a week's trial the maximum quantity of oranges and lemons they can sell in one week. Then they buy only enough so that they can *sell out clean* in six working days. They buy only one week's supply at a time and always see that they are sold, while fresh.

Then they figure on a margin of *25% on sales,* or 33⅓% on the invoice cost.

They figure operating expenses at 16⅔% on sales, and add 3⅓% for shrinkage, even though the shrinkage is reduced to practically nothing when the goods are turned 52 times a year.

This allows them 5% absolute net profit on sales every week. But 5% net on sales every week on a weekly turnover basis is more than 348% on their invested capital.

We Help You—

Let us help you to increase your sales and make these profits.

Write for our list of highly colored display material which we supply FREE to retailers. Ask us questions about retailing methods that may occur to you. A trained retail merchant of 36 years' experience, now on our staff, will be glad to aid you.

Learn how mass displays of oranges and lemons in your windows and inside the store will increase your turnover and your volume.

Mail this coupon for a new, interesting booklet about fruit displays—we include also our "Display Material Option List," which permits the selection of attractive cards and windows and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers
Dealer Service Dept.,
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.
Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... Province.....

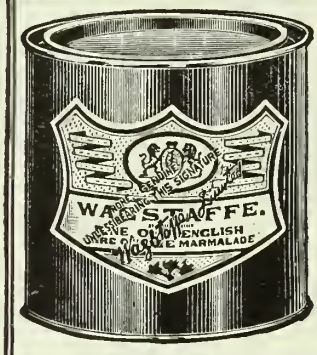
Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best



WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Macaroni provides the answer

"How in the world can I keep up the food value of the meals and at the same time cut down expense," asks the Housewife. You answer, "Use

Superior BRAND MACARONI

Its superior flavor makes it taste like a new dish, and it costs far less than meat or eggs—though higher in food value. Try out a sample order of Superior Brand Macaroni now.

Superior Macaroni Co., Ltd.
Toronto

Sole Selling Agents:

Sainsbury Brothers

TORONTO, VANCOUVER, WINNIPEG, MONTREAL, HALIFAX

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT

THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.

CREAMY — DELICIOUS & NOURISHING

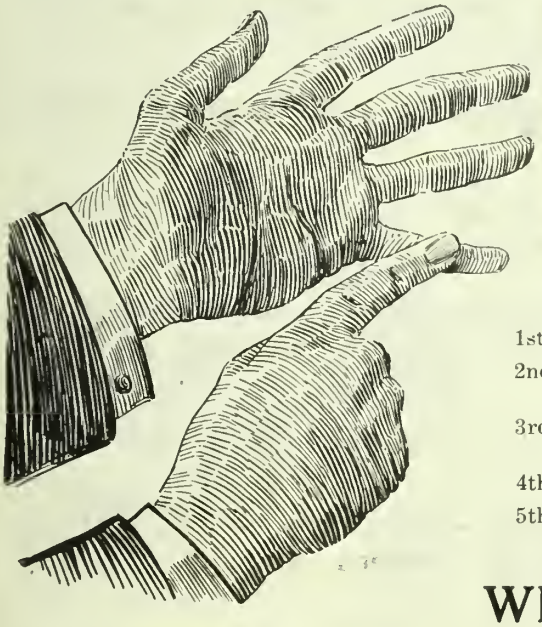
EXCELLENT FOR CHILDREN AND INVALIDS

AND FOR FLAVOR, nourishment and genuine Value there is no Preparation sold on the Canadian Market to Compare with this delicious Double Cream Custard.

It is extensively advertised in best Canadian Homes and preferred to all other Makes by the best and majority of Consumers.

THE HARRY HORNE CO., LTD., TORONTO, CAN.

Five good reasons for selling . . . . .



White Swan Wheat Flakes

1st.—They are sold on a money-back guarantee.

2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.

3rd.—They are made in the incomparable **White Swan Way** from the highest grade Canadian Wheat.

4th.—They offer a real good profit margin.

5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

The clerk makes a complete record at the time of the sale.

The record made at the time of the sale is placed in the credit file. No further recording or bookkeeping is necessary.

One writing completes the record of a charge sale

by the N. C. R. method of handling credit accounts

After the clerk makes the original record at the time of the sale, no further recording, posting, or bookkeeping is necessary until money is paid on the account.

And every account is always kept up to the minute—ready for instant settlement.

Thousands of merchants in all lines of business are now using this up-to-date N. C. R. Credit File.

They find that it is the safest, quickest, and most economical credit system they could use. It saves them time and money.

Fill out this coupon and mail it to-day

Dept. 27
The National Cash Register Co. of Canada, Ltd.
97 Pelham Ave.,
Toronto, Ontario:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

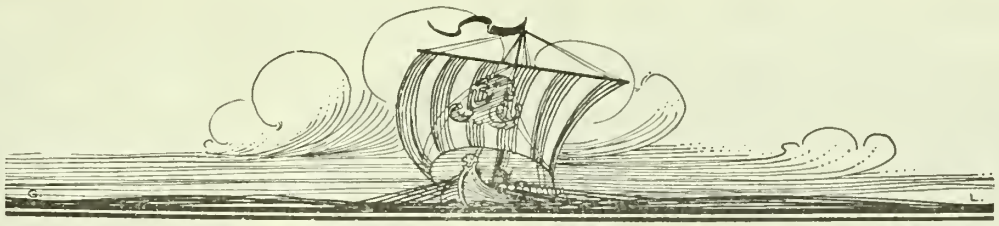
Address .....

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	London	350 Dundas Street
Edmonton	5 McLeod Bldg.	Ottawa	306 Bank Street
Halifax	100-102 Granville Street	Quebec	133 St. Paul Street
Montreal	122 St. Catherine Street W.	Regina	1820 Cornwall Street
Hamilton	14 Main Street E.	Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street W.	St. John	86 Prince William St.
Winnipeg	213 McDermot Avenue	Saskatoon	265 Third Avenue S.

FACTORY: TORONTO, ONTARIO



Coffee Has Been In Use Since 1500
Seal Brand Coffee

Embodies all that has been learned in over four hundred years of use!

Packed in air-tight tins it keeps its flavor!

A good supply on your shelves will make sales.

CHASE and SANBORN,
MONTREAL.

Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.

In matches alone there are some 30 to 40 different brands of Eddy's—a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.

A daily display of these Eddy lines will prove worth while. Try it.

The E. B. Eddy Co., Limited
HULL, CANADA

A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

Put Wonderful Soap in your Friday and Saturday Specials

When getting out list of specials for the week-end include WONDERFUL SOAP for use on wash day.

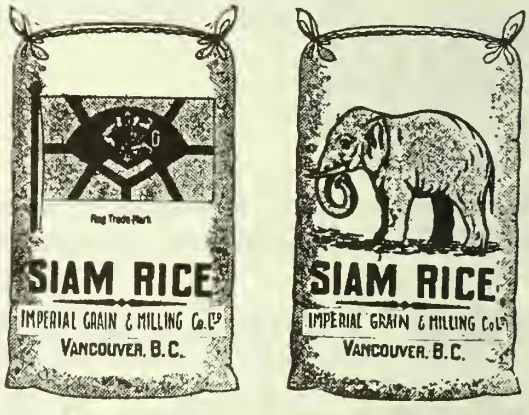
Your display will be attractive as each package of soap is put up in a neat red label.

Order to-day to ensure Early Shipment.

Guelph Soap Co.
Guelph, Ont.

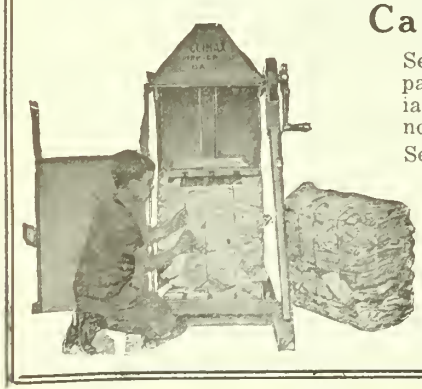
Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Sell Your Waste Paper, Cardboard, etc.



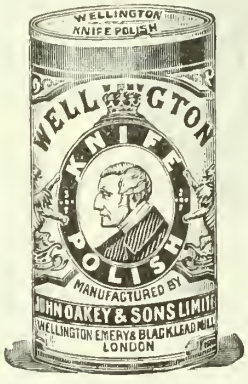
Serious shortage of paper making materials. Very high prices now.

Send for catalog of

"Climax" Steel Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 323 Garry Street
Winnipeg
Sankey & Mason, 839 Beatty Street,
Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

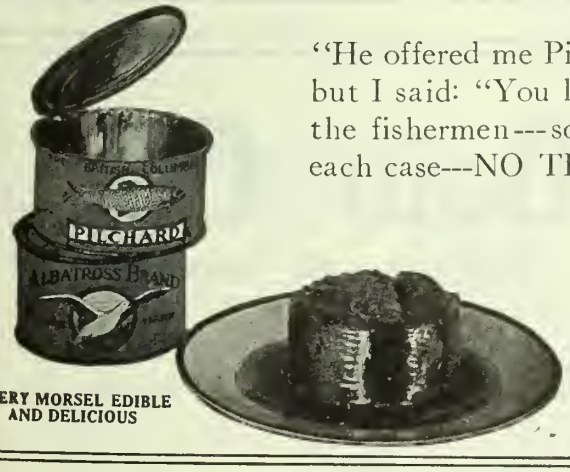
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Donaldson-Phillips Agencies
Limited
Selling Agents *Brokers*
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

JOHN PRITTY, LIMITED
Merchandise Broker and Mfrs.' Agent
HEAD OFFICE: REGINA, SASK.
SALES CONNECTIONS AT: Vancouver, Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg and Brandon, Man.; Toronto, Ont.; Montreal, Que.; Chicago and New York, U.S.A.
Carlots: Butter, Eggs, Poultry, Potatoes, Etc., Etc., a Specialty



EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen---so I guess you save a dollar's worth of labor on each case---NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED - VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?

MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

THE McLAY BROKERAGE
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C, 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

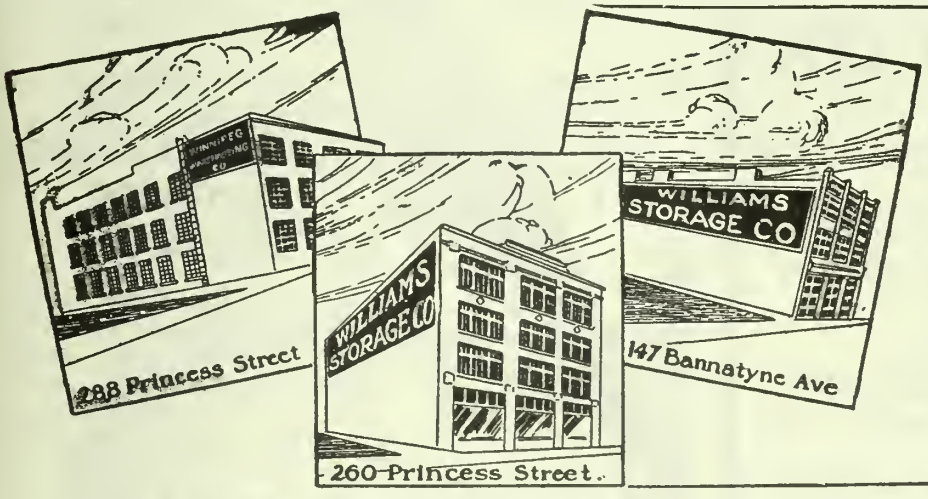
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Western Canada

Our Detail Salesmen are in touch with all Western Canada retail grocery and drug trade and can place your line to the best advantage.

GIBSON, PATERSON, BROWN Ltd.
Winnipeg Calgary Vancouver

Say you saw it in Canadian Grocer, it will identify you.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave., E.
Winnipeg

The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

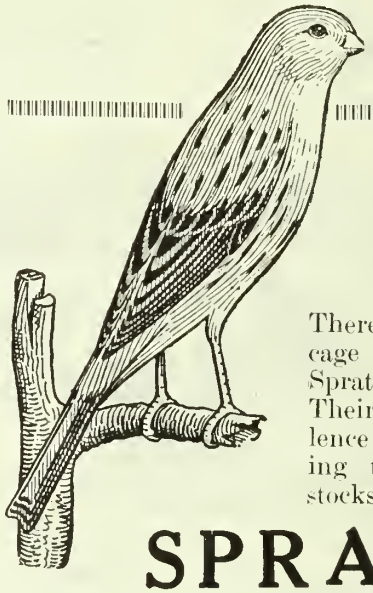
We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

COSGRAVE'S PURE Malt Vinegar

IT'S much easier and less wasteful when you sell vinegar in sealed bottles. It puts the onus of quality where it really belongs—on the manufacturer. We guarantee the purity of every bottle of Cosgrave's Vinegar.

Ask your jobber for Cosgrave's. You sell it in sealed bottles only at the standard widely-advertised prices of 25c and 15c.

Cosgrave's means greater satisfaction both to you and your customers.

Toronto Vinegar Works
Toronto

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
73 McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
85 St. Peter Street, - QUEBEC
I am buyer of Peas and Beans of all kinds
Mail Samples and Prices

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP.
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
80 ST. PETER ST. QUEBEC

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker, Sydney, N. S.

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

In Writing Advertisers Please Mention This Paper.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces, we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

THIS IS THE HEART OF YOUR PROFIT

Ask your Jobber to supply you with this Great Seller

Sweet Hearts

Jobbers--Send for Samples

"An every-day Sucker"

The grown-ups enjoy them as well as the kiddies.

Made from Pure Sugar
Flavored with the best Flavors.

Chocolate,
Butterscotch,
Cherry,
Raspberry,
Lime

JOYCE & CO., LIMITED, 307 St. James Street MONTREAL

Above All Others

Recently Lt.-Col. W. A. Bishop, V.C., D.S.O., M.C., D.F.C., etc., brought from Owen Sound a case of Bishop & Pringle's

Queen Quality Pickles

This marks an epoch in progress—the first time known in history that package foodstuffs have been delivered in Toronto by 'plane.

A big change has occurred in this factory, an entire change of management and policy.

Queen Quality Pickles

are made for one purpose—not to sell at a low price (though our price is reasonable) but to repeat over and over again—the business that pays both of us is the business that repeats.

Ask your wholesale traveller—he knows.

We also manufacture **Queen Quality Catsup and Sauces and Paragon Pickles**

BISHOP & PRINGLE

Owen Sound, Ontario

Selling Agents: MacLAREN IMPERIAL CHEESE CO., TORONTO

CROWN BRAND

NORWEGIAN

SARDINES

IN OLIVE OIL

Easily and quickly prepared into warm weather dishes that your customers will like—not once but repeatedly.

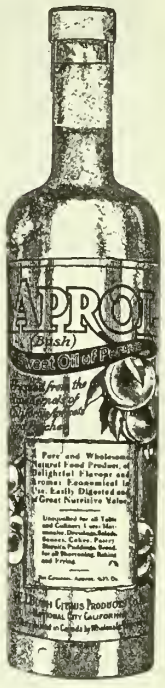
Flavor is good. Price is moderate.

Always have a stock on hand.

Canadian Agents

John W. Bickle & Greening

Hamilton Ontario



There is More Nutritive Value in

APROL

Pressed from the Ripe Kernels of Apricots than any other oil produced

For Making Delicious

Mayonnaise Dressings, Salads, etc.

W. J. Bush Citrus Products Co., Inc.

National City, California, Montreal and Toronto

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Marsh's Grape Juice

A delicious Summer drink — made from sound Concord Grapes.

Satisfaction to your customers means repeat sales and profit for you.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited

Toronto and Montreal

1842 **ALWAYS AHEAD** 1920

Highest quality products, at reasonable prices

"OWL" COFFEE

Roasted, whole or ground. STRICTLY PURE. In 5, 10, 25 and 50 lb. tins.

"PRIMUS" TEA

Black and Natural Green. In air-tight packages only, 1 lb., ½ lb., ¼ lb.
The best value on the market to-day.

"PRIMUS" TABLE POWDERED JELLIES

A delicate food. A delicious dessert. The Ideal Food for the Sick. Assorted flavors.

"PRIMUS" BAKING POWDER

Guaranteed absolutely pure, free from alum and albumen. Equal, if not superior, to any other brand of Baking Powder on the market.

"PRIMUS" CREAM OF TARTAR

Guaranteed strictly pure. In 2 oz. and 4 oz. packages.

"PRIMUS" MALT VINEGAR
"PRIMUS" WHITE VINEGAR

Equal in aroma and flavor to the choicest CANADIAN VINEGARS.

"PRIMUS" CANNED FRUITS and VEGETABLES

The brand "PRIMUS" is a guarantee of quality and purity.

SUMMER BEVERAGES

"PRIMUS" LIME JUICE CORDIAL "PRIMUS" ORANGE CORDIAL
"PRIMUS" LEMON CORDIAL "PRIMUS" WILD CHERRIES CORDIAL
"PRIMUS" BLACKBERRY CORDIAL "PRIMUS" FRUIT SYRUP
"PRIMUS" RASPBERRY VINEGAR

These high quality beverages will be greatly appreciated as refreshing, cooling and satisfying summer drinks.

"BRIAND & JAQUET" Non-Alcoholic Liqueurs

Creme de Menthe, Cherry Brandy, Raspberry Brandy, Grenadine, Curacao.
These liquors are prepared without alcohol, according to an old French recipe.

"COLD & CO." Ginger Wine and Sloe Gin (Non-Alcoholic)

Ask for our Catalogue. **Samples furnished on application.**

Our Motto: "SATISFACTION"

L. CHAPUT, FILS & CIE, Limitée

Wholesale Grocers, Importers and Manufacturers

MONTREAL

Summer Beverages

REFRESHING

DELICIOUS

Non-Alcoholic

Now is the time to make big sales and extra profits
For Camping Parties Picnics Tourists
Packed 1 dozen to case. Freight prepaid on 10 case lots.

Order from your wholesaler

REPRESENTATIVES WANTED FOR TORONTO, WINNIPEG AND VANCOUVER

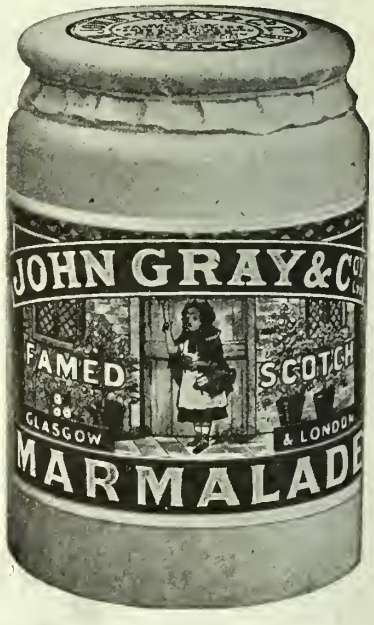
S. G. BENDON UTILITY CO.
St. Nicholas Bldg., MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition



CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

NOTICE

The price of Maple Sugar to-day is lower than granulated, an extraordinary condition. Our quotations for Maple Syrup shown below, copied from our list No. 126, revised Aug. 2nd, 1920, are based on present costs. We are confident that present conditions will be of short duration, as American buyers are at the moment very alert picking up every offering.

In ordering from your jobber mention if you wish a mild flavor, as some markets prefer it. When no mention is made on order, we invariably ship our standard strong flavor.

Small's Forest Cream Standard Pure Maple Syrup

Selected from Choice Quebec Groves
UNREFINED

	F.O.B. Factory	Delivered in Canada East & South of Sudbury	Approx. Shipping Weight
36— 10 Oz. Bottles	$ 8.45	9.05	49 lbs.
24— 16 " "	8.20	8.80	52 lbs.
12— 32 " "	8.05	8.65	48 lbs.
24— 28 " Tins	12.00	12.60	45 lbs.
6—160 " "	16.75	17.60	65 lbs.
1— 5 Gal. Tin Crated	17.05	17.90	68 lbs.
In barrel, per gal. of 13 lbs.	3.30	3.42	675 lbs.

Small's Forest Cream Brand Syrup
is worlds standard
SMALL'S FOREST CREAM BRAND QUEBEC PURE SYRUP REFINED SMALLS LIMITED
STANDARD MAPLE SYRUP

"Fresh from the beautiful Berry Growing districts of Vancouver Island, the choice fruits of Gordon Head and Saanich are made up into the inimitable HAMSTERLEY FARM JAM."

"The Only Kind That I Can Take Is HAMSTERLEY"

Communicate with our representatives in your territory, and our Specialty Man will call on you with samples.

Representatives:—

L. T. Mewburn & Co., Ltd.
Alberta

Vivian & Windle Ltd.
Western Manitoba

H. G. Smith Ltd.
Saskatchewan

Jobin Marin Co. Ltd.
Eastern Manitoba

Codville Co. Ltd.
Eastern Manitoba

THREE GOOD POINTS

1 **Never sold by peddlers — Peddlers sell bulk teas, a demand for which is encouraged by some grocers.**

2 **Seldom cut in price—a staunch supporter of fair profits.**

3 **Sale guaranteed—"Salada" is returnable—absolutely—if you want your money back at any time. You either sell it to your customers or we take it back.**

SALADA TEA CO.
OF CANADA, LTD.

MARTIN M. SICHEL & CO.

Grocery Brokers

212 McGill Street - Montreal

Correspondence Solicited

When Answering Advertisements Kindly Mention this Paper

SPICES

What *you* want is an article that is absolutely Guaranteed to comply with the Government Pure Food Act, that has real value and which sells under the most satisfying conditions, both for your customers and you.

Spices packed under our well-known and estimated "Victoria" label are the finest you can handle.

Because only a perfect ground spice of smooth, even grain is put under a Victoria Label.

That we guarantee absolutely and ask you to investigate, at our expense.

Simply request a ¼-lb. Sifting Top Tin of any one of the following, and it will be mailed to you immediately:

ALLSPICES
CLOVES
CINNAMON
GINGER
CREAM OF TARTAR
NUTMEGS
PAPRIKA
PASTRY
PICKLING GROUND
CELERY SALT
CELERY PEPPER.

Pepper: Black, Cayenne, White.

LAPORTE, MARTIN, LIMITÉE

WHOLESALE GROCERS

584 St. Paul Street West, Montreal

Just Mention This to Your Customer

People looking for the best value for their money will buy Red Rose Tea if you remind them that Red Rose makes at least fifty cups more to the pound than most other teas.

Red Rose Tea is a blend consisting chiefly of Assam teas, the richest and strongest in the world. That's the reason, and we advertise it constantly.

A good seller and a good repeater.

T. H. Estabrooks Company, Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. John's, Nfld. and Portland, Maine

This is the Season for

Beaver Brand Lobster Paste and Canned Chicken Pate Au Foie Gras—Imported Sardines

Order your stock at once from your wholesaler and ensure having supplies on hand when called for.

All these goods are in demand at this time of the year for Picnic Parties and make delicious fillings for Sandwiches.

Beaver Brand Lobster

always on spot for prompt shipment. Don't let your stock run out before replenishing.

J. W. WINDSOR, LIMITED

MONTREAL, QUE.

Year 'Round Satisfaction Handling

KEEN'S OXFORD BLUE

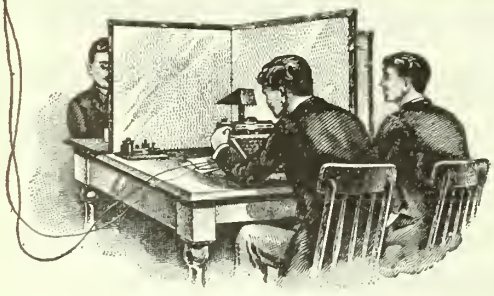
The many years of splendid reputation made by Keen's Oxford Blue have given it a first call by the particular housewife. Consequently have on hand, always, a good stock and display on your counter the card illustrated here.

Keen's—the all-British Blue.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church Street, Toronto

NICHOLSON - RANKIN LTD.



WHOLESALE
GROCERY BROKERS
IMPORTERS
EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

MR. GROWER, Canada

Dear Sir,

Lend us your eyes for a moment.

Nicholson Rankin, Limited, offer you their services as brokers. They bring to you—the BUYER—the latest and best methods of di tributing your products and assist you in giving your customers what they say they want, insuring success in retaining your trade.

Nicholson Rankin, Limited, have earned the reputation for doing things in a big way, by believing that "The honor mark of great business is confidence," and built on SERVICE, SINCERITY, FAIRNESS, and truthful representation.

A TEST OF SERVICE WILL ASSURE YOU.

Write us to-day.

NICHOLSON-RANKIN LIMITED

Head Office: WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN. CALGARY, EDMONTON, ALBERTA

CANADIAN GROCER

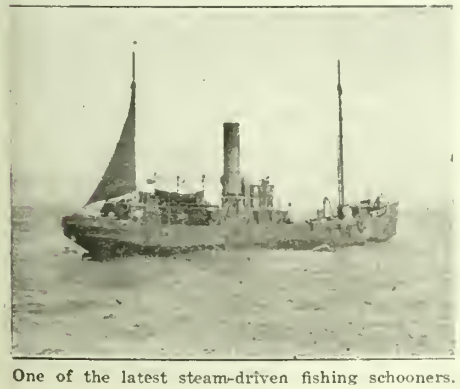
VOL. XXXIV TORONTO, AUGUST 6, 1920 No. 32

Standardization and Inspection of Fish Will Develop Industry

Wealth of Fishing Resources on the Coast of the Maritime Provinces is of Immense Magnitude—A Rigid Inspection of Both the Catch and the Packing Will Mean Much for the Industry

By Staff Correspondent

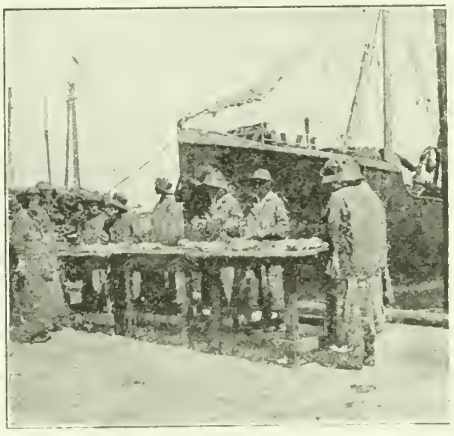
ST. JOHN, N.B., Aug. 3. — Among the many wealthy industries and natural resources of the Maritime Provinces is one, the limits of which cannot be measured nor estimated by either government authorities or by business interests. The fishing industry along the Atlantic coast, particularly on the coast of our own Maritime Provinces, is of such magnitude that no estimate can properly be given to its wealth and available resources. A great part of this development depends upon the exportation which will result from a scientific and systematic development of these resources. Herring, cod, mackerel, and haddock are found in inexhaustible supply along our Maritime coast. Cod and haddock being ground fish are found there throughout the year. For these fish the season never closes. Mackerel and herring school and as a result are only found in certain seasons. The schools are so large and the feeding grounds so attractive that it is difficult to state the possibilities of the catch in season. By developing this systematically a larger revenue and a greater supply is obtainable. Compared with lake fishing it is found that the lake fish have to be protected by a close season, and by restocking the lakes and rivers and only a limited supply can be depended upon. With regard to the sea fish, however, it seems impossible to either drive them from the coast or to make any noticeable difference in their numbers.



One of the latest steam-driven fishing schooners.

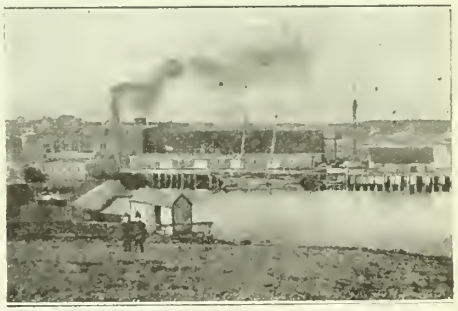
Want Rigid Inspection

For the purpose of developing to the limit this industry and the revenue obtained, the government is being pressed to establish a system of rigid inspection and standardization in this industry, both in the catch and in the packing. The firms most interested in the fishing business are most anxious that this system of standardization should be in force. It would mean much to Canada and the business interests of the fishing companies. Standardization of the packing industry would mean that the government would stipulate what kind of a box or barrel is to be used for home trade and for exportation. Taking for granted that such a vehicle for carrying the packed goods will be the very best obtainable, it will eliminate to a great extent the loss that is found yearly in cured fish on account of poor packing.



"Fisherets"—fisher women who took the men's places during the war.

As this is developed Canadian packed fish will obtain a reputation on foreign markets that will mean a great deal in increasing exportation from this country.



The plant of a large fish packing and curing firm.

There is another benefit to be derived by standardization in packing. It would mean that within a short time standard values would be set on packed fish, with the elimination of considerable of the loss now experienced and rather expected. When such definite values are determined by uniformity and careful packing it would not be a difficult matter to arrange with the banks and financial firms for loans in prospect of the year's pack. When this is made possible, the way is open for the fisheries in our Maritime Provinces to increase the size of their plants and their facilities for handling fish, since they would then have the necessary financial backing.

Certified Packages

Under present conditions an estimate of the revenue for the year is not sufficiently accurate to warrant the banks making any loans in anticipation of the value of the pack. The fisheries are perhaps the most anxious that the government should adopt a system of inspection and standardization. The first step in this direction would be adoption of certified packages for the handling of prepared fish.

The favor with which the fishing interests of Canada look upon such proposed legislation is evidenced by the

resolution passed by the Canadian Fisheries' Association at their convention, which was held at Vancouver, B. C., in June of this year. This resolution reads as follows:

"Whereas the development of the fishery resources of Canada is largely dependent upon the enhancement of the demand for Canadian fish products in foreign markets, and whereas any movement calculated to expand the export trade of the country, particularly in finished products, is highly desirable, because of its stabilizing effect on the exchange situation, and whereas the fish products from this country entering foreign markets have to compete with goods disposed of under established standards, acquired through years of experience and usage, be it therefore resolved that this association in convention respectfully request that the government of the Dominion of Canada enact the necessary legislation to provide government standardization and inspection of the fish products, including canned fish of all kinds for such producers and distributors as wish to avail themselves of the same."

There is no doubt that the fishing interests of Canada are unanimous in their desire that the aforesaid legislation shall become law in the very near future. Any movement that will increase the exportation of Canada's natural resources is of benefit to every man, woman and child in this Dominion. Every extra dollar that is brought into this country will lighten the financial load that Canada is called upon to bear as a result of the war.

Improve Standards

Then, too, the Dominion is of such proportions that much of the fish for home consumption has to be cured as carefully and as scientifically packed as products destined for a foreign market. The people in Canada are just as particular in their choice of food as foreign customers and Canadian fisheries have even to compete for their home market. A system of standardization, according to those most interested in the business, would greatly help in better fish service throughout our own country. On the American side of the line they have a national canned fish inspection which is taken advantage of by eighty per cent. of the canners, in the sardine industry; and their goods bear a stamp signifying the inspection. There seems to be a freer market both in this country and abroad for cured fish if it bears the government inspection stamp. It is therefore advantageous for Canada and for Canadian industries to have a standard pack of government inspected fish.

No doubt most grocers have, at some time in their experience, had trouble with pickled fish on account of leakage of the pickle during transit or otherwise damaged stock. If the standard box or barrel is adopted this loss will be cut down to a minimum. It therefore is to the interests of the retailer as well as the manufacturer that legislation should be speedily brought forward for this purpose. The more influence that is brought to bear in this connection the quicker will be the response of the government.

Canada's wealth in fish, particularly in the Maritime provinces, where there is such keen competition both from the United States and from Europe, stands waiting to be harvested. It is the moral duty of Canadians to handle this to the best advantage both in broadening her market and in handling it with as little waste as possible.

One Way to Meet Mail Order Competition

Nova Scotia Merchant in a Small Country Store Believes That Attractive Fixtures and Facilities to Help Good Service Keep Trade in His Community Rather Than Send It to Cities

By Staff Correspondent

PICTOU, N.S., Aug. 2.—The part that good equipment and attractive store arrangement play in the successful conduct of a country store is well exemplified in the general store of A. T. Logan, at Lyons Brook, Nova Scotia.

For the benefit of any whose knowledge of geography is not extensive enough in detail to enable them to tell off-hand what and where Lyons Brook is, it may be stated that the place —it emphatically is not a town—nor city—nor yet a village—is situated five miles from Pictou town, in the county of the same name; and that it is credited by Rand & McNally with no population at all, which is almost correct, as far as mere numbers go. In other words, Lyons Brook is the post office and trading point of a prosperous Nova Scotia farming community, and Mr. Logan, like many another merchant in similar communities, conducts the only store in the place.

Unlike some other merchants, doing business under practically the same conditions that he has to deal with, Mr. Logan believes that modern merchandising methods, in which time-saving and sales-making store equipment finds a prominent place, can be employed to as great an advantage in the country store as they can in town and city stores.

Like a Big Town Store

Mr. Logan conducts a grocery department in which he makes it a point to carry the best quality goods. It looks like a big town store, for, in fact, the Logan store equipment is far ahead of that of many city groceries.

"Why did you put it in?" Canadian Grocer representative asked Mr. Logan. and the Lyons Brook merchant told his story.

The Logan merchandising business was founded by A. T. Logan's father, the late Dougal Logan. Several years ago, when the premises burned, the present owner of the business, who was then a partner, persuaded his father to equip the new store with modern fixtures, which would display merchandise to the best advantage, and which would also facilitate the handling of goods. The present equipment with the exception of scales, cash register and accounts file, was then installed.

"We were doing business among people who, in my opinion, would appreciate the assurance that the groceries they purchased were kept as clean as possible, and the equipment we selected gave that assurance," said Mr. Logan. "Then," he went on to say, "I had two other objects in mind. One was to display our goods as attractively as possible in order to make more sales, and the other was to arrange our stock as systematically as possible so we could quickly get at anything wanted, and serve our customers with the least loss of time."

Rival Mail-Order Houses

"The equipment we put in," this country merchant continued, "has accomplished all these objects. The fixtures have been appreciated by our customers. I am sure our equipment has helped a great deal towards holding our old customers in the face of town competition, and I think it has helped to get new customers. Certainly it has saved our time to the value of a great deal more than the cost of the fixtures, and we have had countless proofs that the goods attractively displayed have sold themselves.

"Altogether, I have proved to my own satisfaction," concluded Mr. Logan, "that good store equipment is a profitable investment for the country merchant, and I believe that if this fact were more generally recognized, and country stores generally were better equipped, we could all hold our own much more successfully against city stores, and mail-order competition."

C. P. R. Purchases for Dining Cars

"Traveller" Claims Canadian-Made Products Are Not Served as They Might Be—Mentions Jams Particularly—C.P.R. Say They Serve Canadian Jams But, Up to Present, Have Not Been Getting Preserved Fruits as Patrons Demanded.

The Editor, Canadian Grocer.—"My travels over the prairie provinces necessitate me using the C. P. R. lines to a very great extent, and when dining in the dining cars I was very much surprised indeed to note, if you ordered preserved fruits, individual glass, you were given an article, such as raspberry, strawberry, etc., of a U. S. brand, distributed by a Chicago firm.

"Now to my knowledge, in Canada, we have at least twelve manufacturers of jam, who one and all put up a first-class article; then why do the C.P.R., on their dining cars, present to their patrons, jams distributed by a firm of wholesale grocers in Chicago is beyond my comprehension. Jam manufacturers, amongst other Canadian manufacturers, support loyally the C.P.R., and in my humble opinion this road should patronize Canadian manufacturers of jam, who put out an article, in every respect, equal to this brand distributed by the Chicago firm, and I think it is only necessary this boycotting of Canadian jam manufacturers by the C. P. R. should be drawn to the attention of the proper heads of the Company, and that this importing of an American brand of jam to patrons of their road, Canadians and otherwise, should be stopped; if not, I think it's up to the Canadian Mfrs.' Assn. to see to it, that the C. P. R. patronize the industries in Canada, who ship throughout the year thousands of carloads of freight, assisting the company to pay their annual dividends.

"It seems to me, this matter is worthy of your attention in your editorial column, because if a Canadian road will not patronize the Canadian industries, especially the jam industry, then what can the Government expect from the consumer, who is continually requested to patronize Canadian industries?

"I trust this letter will be drawn to the attention of some high official of the C. P. R., that in future they will patronize one or more Canadian jam manufacturers. I may say I am not at all interested in the sale of jam, but I believe a Canadian road should patronize Canadian industries."

TRAVELLER.

THE C. P. R. REPLY

Canadian Grocer submitted the above letter from "Traveller" to the dining car department of the Canadian Pacific Railway Company, Montreal, in an endeavor to get their side of the case.

They state that the criticisms contained in the letter are not at all justified, that they invariably have supported Canadian made goods whenever they could get what their patrons demand.

"For instance we have been buying Canadian jams for our dining cars," stated an official of the department, "for many years. We have been able to obtain what our patrons want insofar as Canadian jams are concerned. We have not, however, been able to obtain preserved fruits in Canada the way that those who patronize our cars demand them. The reason we have been purchasing preserved fruits put up in the United States has been because the fruit has always been preserved whole for us and this is the way that the people who travel on our cars have been demanding it.

Some Lines Not Produced in Canada

"Everyone realizes of course that we must purchase some goods from the United States. For instance, we serve oranges and bananas, pineapple, etc., which are not grown in Canada. It is absolutely necessary that these be purchased from the United States and also that we serve them when demanded on our dining cars. We serve a line of preserved figs, which it would be impossible to secure from any company in this country. The figs are preserved just as they are picked in Texas. They have an entirely different flavor from dried figs, which come here and which are preserved here.

"We always make it a rule to purchase everything possible in Canada even if it costs us more money. In the past we have frequently paid more for Canadian goods than we could have bought similar goods for in the United States. This has always been our policy from a patriotic standpoint. We serve Canadian goods on our dining cars going through the United States wherever our lines touch U. S. points. We were the pioneers in urging upon the Government the necessity of having fruit and vegetables put up by grades. You will find correspondence at Ottawa from us with the Minister of Trade and Commerce showing that this is the case. Necessarily we require the very best products we can get and when goods are graded in this way we know exactly what we are buying.

Getting Canadian Preserved Fruits Now

"I mentioned above that in the past it has not been possible for us to purchase Canadian preserved fruits, whole, the way our patrons demanded them. We are glad to say that this season we are getting some Canadian goods which meet our requirements in this respect and these will be served on our dining cars.

"We would like to add that while "Traveller," who has written the above letter has written it more or less from a selfish standpoint, in view of the exchange rate, perhaps, we have always made it a point and always will, from a patriotic standpoint, to serve Canadian-made products on our dining cars to the exclusion of all others, even though we may have to pay more for them, if we can get the goods that the people who travel on our trains want."

Corn Syrups Are Quoted Lower

Cornstarch is Also Half a Cent Per Pound Lower—Weaker Corn Market Brings About Decline

A DECLINE in the prices of corn syrup and corn starch is announced this week. The decline on syrup amounts to half a cent per pound on bulk goods and in the case of tins, the reduction is 25 cents on the two pound tins, and thirty cents on the five and ten pound tins. The gallon pails are fifteen cents lower, and three gallon pails, 20 cents. Five gallon pails are reduced 35 cents. These lower quotations now ruling are due to the easier feeling in the corn market. Prices of corn have shown a sensational drop in the past week or ten days, and these lower levels in the raw material are being reflected in the prices of corn products. Corn starch, too, is quoted lower, the decline being half a cent per pound on laundry starch, and twenty cents per case on the cartons.

LORD LEVERHULME IN THE PHILIPPINE OIL INDUSTRY

Manila.—Carl Hamilton, reorganizing the three cocoanut companies, let Lever Bros., the British soap and oleo manufacturers, put three million in the ten million corporation. This is the first British corporation in the Philippines oil industry. Lord Leverhulme is chairman of the new board.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
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THE MARITIME NUMBER

WITH this issue of Canadian Grocer, special reference is made to the Maritime provinces, and articles relative to the trade in this section of the Dominion are a feature. The geographical position of the Maritimes is such as to bespeak a marvellous growth and development for this section of the country. Within the past few years the expansion, industrially and commercially, in the Maritimes has been phenomenal. Exports have increased to an enormous degree, and as the centre of the steel and shipbuilding industry, the Maritimes are foremost, the second largest steel corporation in the world being situated in Nova Scotia. An extensive export market has been developed in apples and potatoes from Nova Scotia and New Brunswick. The former province leads the Dominion in apple production, and the export of potatoes from the two provinces to the United States, West Indies and Cuba is on a very large scale.

Maritime merchants are alive to attractive methods of merchandising their goods, as indicated in stories from different towns, and contained in this issue. They are energetic and enterprising, and the appearance of their stores is sufficient proof that they believe in keeping abreast of the times, in the way of rendering the best possible service to their public.

AN AERIAL EXPRESS SERVICE

HAVE we reached the "aerial grocery express" stage? It begins to look that way. Two instances have come to the attention of Canadian Grocer within the past few days which may indicate the beginning of a rapid air service on a real commercial basis.

One of these comes from Western Canada. A wholesale grocery firm in Dauphin, Manitoba —Cameron & Heap—were in urgent need recently of a supply of a certain kind of tobacco. They 'phoned to W. L. MacKenzie & Company, the Winnipeg agents of W. C. Macdonald Reg., for fifty pounds. The delivery was made in two and a half hours after receipt of the order.

Bishop & Pringle Limited, pickle manufacturers, of Owen Sound, Ont., recently delivered a case of pickles from their factory to their agents, the MacLaren Imperial Cheese Company, Toronto, by aeroplane. The machine was piloted by no less a personage than Lt.-Colonel W. A. Bishop, V.C., D.S.O., etc. Mr. Bishop, of Bishop & Pringle, is a brother of Lt.-Colonel W. A. Bishop.

The use of the aeroplane was well demonstrated during the war. It has been shown that it has wonderful advantages from the standpoint of fast passenger service. Now what about its express service advantages? The future will tell.

GROCER NEEDS SIDE LINES

WHAT the grocer needs to-day, says G. A. Nichols, writing in "Printer's Ink," is an assortment of side lines that can fit in appropriately and properly with his stock, that will sell rapidly and leave a larger individual gross profit behind. This profit will enable him to bring up the gross on his sales as a whole to a point where it will mean something.

The grocer has been coming to this for a long time. Five or six years ago, when producers and distributors outside the grocery line began looking upon the grocer as a legitimate prospect, he was having troubles very much like those he is having now. The cost of living in those ancient days was getting steadily higher, although how glad we all would be to return to that schedule now!

Upon the grocer descended most of the blame because he handled the things the people eat. Things to eat came in for most of the increase. Anyway things to eat were what the people bought every day and this made the price increases all the more noticeable.

This being the case the grocer is ready to listen when some advertiser tells him of a way in which he can increase his gross profits without adding to the selling price of his groceries.

New Food Building Urgently Needed at the C.N.E.

ABOUT a year ago the subject of a new pure food building for the Canadian National Exhibition was taken up in the columns of Caanadian Grocer. A number of foodstuff manufacturers were interviewed at that time, and the consensus of opinion was that a food exhibit building, separate from everything else, was urgently needed at the big exhibition.

Canadian Grocer has been discussing this proposition again this year with a number of manufacturers and they are keener than ever that something be done to give them better accommodation for their exhibits.

One Manufacturer's Proposal

One manufacturer proposed that the Canadian National Exhibition directors consider the erection of the new building, the expense to be met by the manufacturers, who would contract to use certain space, for say, the next ten years. This was mentioned to a number of other firms, who were also much interested in the proposition. The suggestion was made that the foodstuff manufacturers form an association, define certain standards for exhibits under the supervision of the directors of the Exhibition.

Canadian Grocer then interviewed J. G. Kent, general manager, and H. W. Waters, assistant manager and secretary of the Canadian National Exhibition, with a view to determining upon what basis the propo ition could be gone ahead with. Mr. Kent and Mr. Waters stated that they had had this matter under consideration for some time.

Meeting the Expense

Mr. Kent intimated it would be necessary for the manufacturers of foodstuffs to be prepared to contract for space for a number of years so that the directors could show the general public just how the expense of the new building would be met. He also intimated they could not go to the people with any other proposition and hoped for success. Mr. Waters referred to the work that the Piano and Organ Manufacturers' Association had done in getting some uniformity in their exhibits. For instance, one thing accomplished was that each exhibitor of, say, a phonograph, was allotted a certain time in which to play the instrument. No two phonographs can be running at the same time to interfere with the harmony. This is merely one point which that association has accomplished, and while there is no analogy as far as the foodstuff firms are concerned, it indicates what can be done with a proper association. One manufacturer discussing the situation with Canadian Grocer, pointed out that with an organization of exhibitors certain standards of practice could be suggested among them for the approval of the directors. During the exhibition the committee could confer with the exhibition officials and smooth out any difficulties that might arise from time to time.

Must Have Support of Firms

Mr. Kent emphasized the point that the directors were proceeding with new buildings only insofar as they could get the support of the firms that will be using them. The manufacturers naturally have a number of suggestions to make in regard to the layout of the proposed new building, such as arrangement of booth, aisles, a kitchen, gas and water service, etc. Manufacturers who have had exhibits during the past number of years know pretty well what is required, and the Exhibition directors will appreciate their suggestions.

Canadian Grocer would like to hear from any manufacturer interested. It is proposed that during the first week of the Exhibition a meeting be arranged among the manufacturers, that a committee be appointed to confer with the directors with a view to forming the initial plans for a new food building.

Creative vs. Destructive Competition

Success of One Merchant is Not Necessarily to the Disadvantage of All the Others—Betterment of All Should be the Hope of Each

By HENRY JOHNSON JR.

THE words competition and co-operation hardly seem to cover exactly what business men should seek if they are to advance together. If we do not advance together there will not be much advancing done. To express the right idea, to blend the stimulating influence of competition with the proper proportion of co-operation in our idea, the word co-operation was evolved.

Here is an editorial from the Boot and Shoe Recorder, Boston, which touches the right thought:

"In one sense every business man might chant, 'My competitor will get me if—I—don't—watch—out!' But there is not much call for hammer-play. The other day an incident happened that we thought rather suggestive. We got some leather from a concern and went to another place for another kind of leather. As we unrolled our parcel to wrap up our second sample, the second merchant asked courteously, 'May I examine what you have brought with you?' He turned the skin over to see the manufacturer's stamp, turned it back again and ran his hand over it lovingly. 'A finely tanned skin,' he said with ungrudging praise.

"Our reaction was immediate. 'Here,' we thought, 'is a man who takes pride in his business, and if we want a finely tanned skin we'll go to him.' We believe that praise of a competitor would bring the same reaction seven times out of ten.

"The fallacy is in thinking that the success of one is necessarily to the disadvantage of all the others. Any business is something like a mother lode of rich ore that all the members are busy working. If anybody thinks the mother lode in the shoe business is exhausted, he has another guess coming. The surface hasn't even been scratched yet."

Betterment of All the Hope of Each

In a general, vague sort of way, grocers acknowledge and also say that education is the hope of their business. They feel that as each grocer gets to know more of the real science of food distribution, all grocers will benefit; but do they, therefore, take pains among themselves, individually, to educate their neighbors? They do not. With very rare exceptions, grocers stay each in his own store, glaring or grouching at their competitors. If one discovers or learns of a scheme to better his business or his sales or accounting, he strives to keep the secret. If he learns something about expenses or loading, which is vital to his profit account, he keeps very still about it. Meantime, he talks about "education" for the other fellow.

Yet a little thought must bring home to him the truth that the most destructive

HENRY JOHNSON Jr.

competition he has is that of the ignorant grocer, the one who does not know what it costs him to do business, the one who does not know how to figure margins, the one who guesses because he has never been taught the rudiments of business. Therefore, if the grocer who knows wants to serve himself best he will go and get acquainted with his ignorant neighbor and teach him business. This he will do for pure self-interest, if he is enlightened to the point of wisdom.

We say, lightly, that there is room enough for all. We forget that the lode is worked best by skilled labor, thoroughly versed in its work, and that the safety of all workers is dependent on the knowledge and skill of each.

Time to Wake Up

For many generations the grocery business of Great Britain has been run on a margin narrower than ours, yet the average of success there is much higher than with us. The average margin there is around fifteen per cent., with expenses of twelve and one half, leaving a net of two and one-half. Until yesterday, such a margin and such net profit has seemed ruinously narrow to us, yet the Britons succeed. They succeed because they are more universally trained in the rules and requirements of their calling. They know exactly what they can and cannot do. They know better than to try to fool the multiplication table. Hence the two and one-half per cent. profit makes them prosperous.

Now that population has got denser with us, now that there no longer is a far frontier with few people on it and fat margins no longer can be obtained anywhere, we have about reached the status of the British grocer.

Two per cent. is what we are making now, and two per cent. bids fair to be our limit from now onward. Many very successful concerns are making only one to one and a slight fraction. And such a net is perfectly all right, provided you get it and KNOW you get it.

Working on such a net profit, the need for education is more urgent than ever. Profit and security will come to each in exact proportion as he gets out among his fellows, meets with them, confers with them, swaps plans and knowledge with them and aids to make each of them successful.

The scheme of casting the bread on the waters of commerce so that it may return well saturated with the profits thereof is sound.

Chains to Cope With Chains

An interesting and instructive evolution is going on about us.

On one hand we have the formation of chains of stores, owned by one man or one company. We have known about them for some time. Most of us have shaken our heads, "deplored" the passing of "the good old ways and times," and let it go at that.

But some have been so hard pressed that they have been compelled to devise some plan for their own salvation. These have formed buying clubs, which later have developed into wholesale grocery houses. In effect, these are chains, like the others, only here we have many stores owned by many grocers bound together for mutual protection instead of several stores owned by one or a few.

The effect is that of a chain fighting or competing with another chain.

It it notable that co-operative chains have apparently succeeded best where jobbers have had a tight grip on the local market and have not delivered fair, efficient and unbiassed service. In such places jobbers have failed to read the signs of the times. They have mistaken their present strangle-hold on their market for a permanent mortgage, and they have not awakened from their dream until it was too late.

In places where circumstances or (rarely) the enlightenment of the jobber has resulted in the jobber performing impartially and with due regard to economics his part in the scheme of distribution, he has not been superseded and is not liable to be eliminated. But he must to-day perform a real service, give something tangible in return for his profits, or he must be eliminated. There is no choice about this, nor any feeling one way or another. It is the inevitable fate of anything that when it ceases to perform its functions better than anything else might perform them, it fades, withers and dies.

(Continued on page 62)

Floral Department in This Grocery Proves Incentive for Purchasers to Buy Other Commodities

"My Idea in Displaying Stock is to Make Sales," Says W. J. Hopgood, Spring Garden Road, Halifax, N.S.—Uses All Available Space for Attractive Displays.

"I Want Every Article in This Store to Sing Out in a Convincing Tone, 'I am Clean and Wholesome and Good to Eat'." —Endeavors to Create Desire for Goods Shown.

By Staff Correspondent

HALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature in the store's general appearance is a practically unbroken plate glass front of about fifty feet running smoothly into a "round corner" and side-street window, which gives the store exceptional window display capacity, and makes the displays remarkably conspicuous and effective.

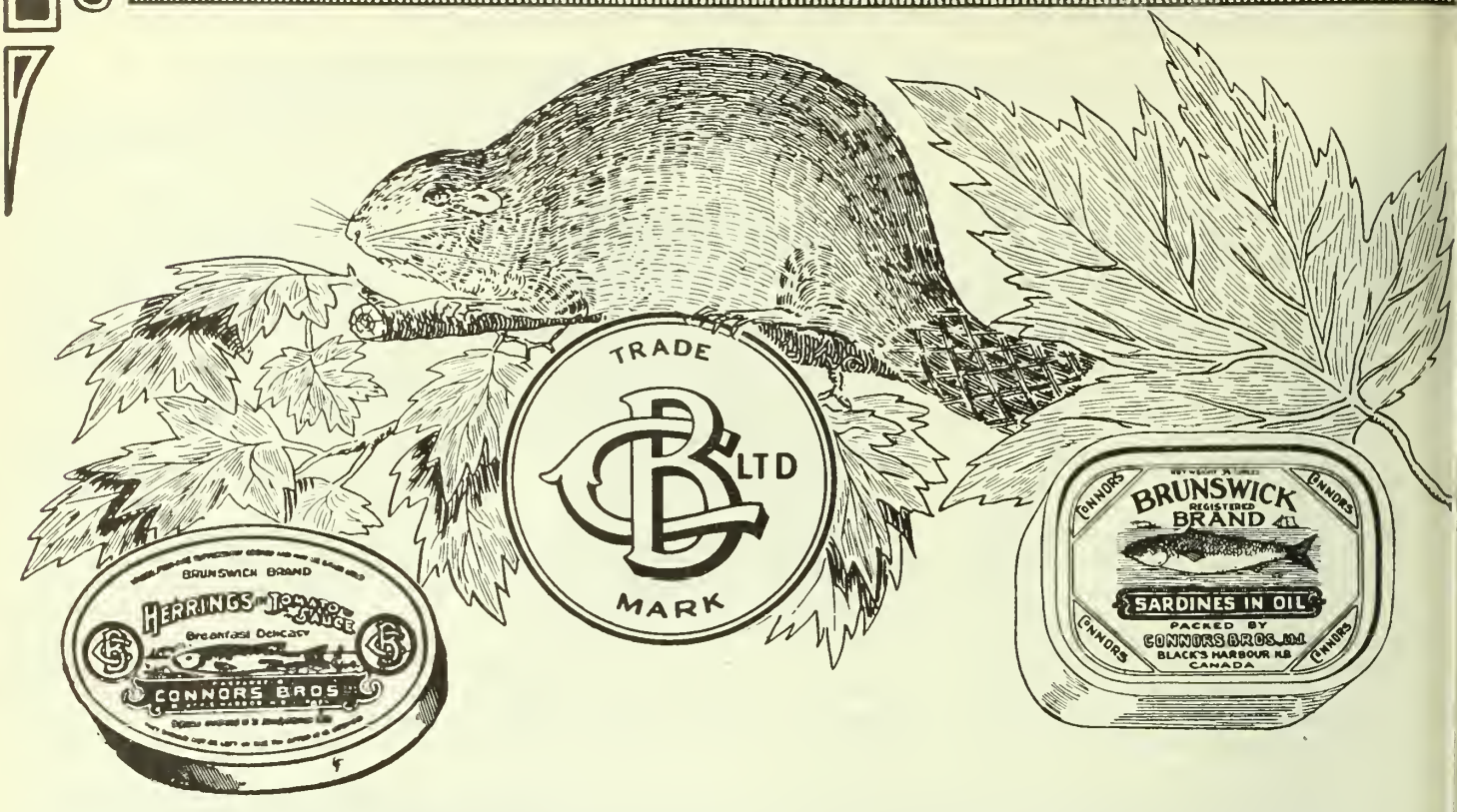
Make Displays Effective

A special feature of the stock arrangement in the Hopgood store is the utilization of the space between the top of the shelving and the ceiling. In many stores this space is left bare and unattractive.

"My ideal in displaying stock," says Mr. Hopgood, "is to attract the attention of customers, and make sales. For this reason I believe in using all available space in which attractive displays can be made. This space between the shelving and the ceiling is really too valuable to be wasted. As you can see it lends itself to a greater variety of display than can be made on the shelves, and the goods we place over the shelves always stand out from the other stock and invariably attract attention. And then, of course," added Mr. Hopgood, "the freedom allowed in this space permits us to show many

(Continued on page 47)

This illustration of W. J. Hopgood's store in Halifax, N.S., shows an attractive display of high-grade candy.



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Sea Foods

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It has taken years of concentrated effort to perfect *Brunswick Brand Fish Foods* and it is this perfection in processing and packing that guarantees steady, profitable repeat sales and 100% customer-satisfaction wherever they are introduced.

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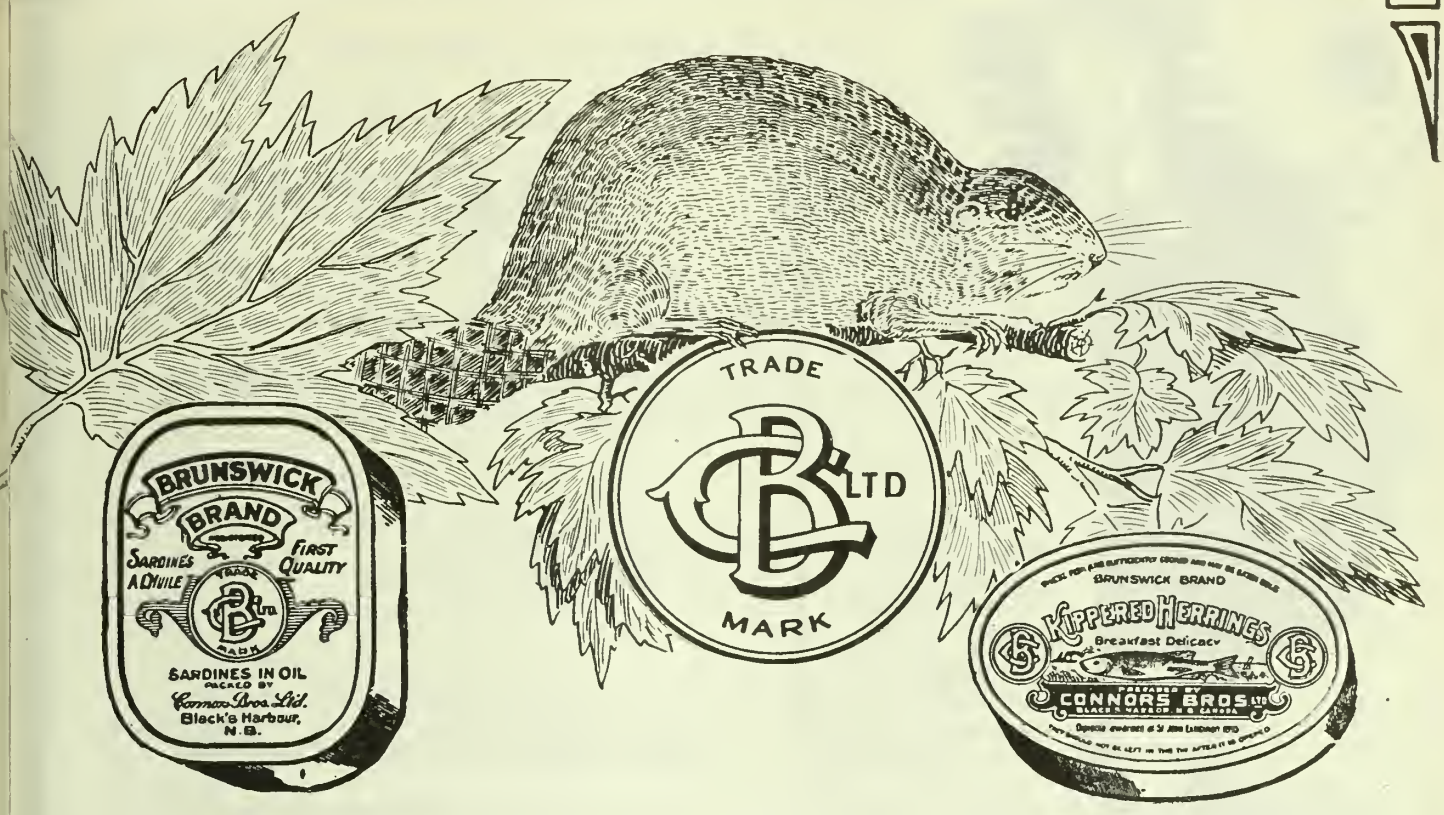

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Herring in Tomato Sauce

Brunswick Brand Sea Products are put up in attractively labelled tins and are prepared in our own Canadian plant (one of the finest on the Atlantic Coast), so situated that we never fail to secure the very choicest pick of the season's catches.

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Our Connection in the

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WE KNOW THIS PROVINCE AS NO OUTSIDER CAN KNOW IT. IF YOU WANT RESULTS FROM A WEALTHY PROVINCE COMMUNICATE AT ONCE

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New Brunswick Nova Scotia
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We Invite Correspondence

Halifax **PYKE BROS.** Sydney

Quality Hams and Bacon

"OUR AIM IS TO SUPPLY THE BEST"

We guarantee that all Pork products supplied by us are the product of Canadian hogs, and further we handle only Government Inspected Meats. We believe we are the only Packers in Eastern Canada offering exclusively Government Inspected, and strictly all-Canadian Pork products.

It is well known to the trade that large quantities of United States Meats are being offered in our markets to-day as Canadian product. Why buy the cheaper grades when you can get the Canadian Meats for the same money?

The Sims Packing Co., Limited

CHARLOTTETOWN, P. E. I.

MOTTO: BUY 100 per cent Canadian Products.

Halifax, Canada

J. W. Gorham & Co.

C. H. Gorham - - - Prop.

Wholesale Grocery Brokers and Manufacturers' Agents

SERVICE

WE are in a position to render exceptional service to manufacturers of high grade food products, desirous of extending their trade in the Maritime Provinces.

Angevine & McLauchlin

Manufacturers' Salesmen

ST. JOHN, N.B. TRURO, N.S.

The Campers' Favorite

Bluenose Butter

is put up in one and two-pound tins and opens up in excellent shape in all climatic conditions — no trouble to keep it during warm weather. Apart from this, "Bluenose" has been proven to be a profitable seller on account of its pleasing flavor and uniform quality. Just the thing for sea voyages, camping parties, construction gang camps, exploring and mining expeditions.

A complete stock of BLUENOSE BUTTER will be a reminder to your customers of a high grade product—satisfying to them, and very profitable to you.

Smith & Proctor

Sole Packers

Halifax

N.S.

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

is the big reason back of the great popularity of Royal Acadia Sugar.

From the moment the raw cane reaches our plant until it is finally sealed in attractive, air-tight, handy containers every method is employed to make Royal Acadia the world's finest and most highly refined Sugar.

You can recommend it to your customers as a *superior sweetening medium* and know that its all-round uniformity and guaranteed quality never changes year in and year out, from the exacting standard of "Every grain pure cane."

ROYAL

100% Sweet

ROYAL ACADIA SUGAR

100% Pure

ROYAL ACADIA SUGAR

More and more Canadian Grocers each year are pushing Royal Acadia because they have found it the safest Sugar to sell and a brand that never fails to live up to its long established quality reputation.

Put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited

MONTREAL HALIFAX

ROYAL ACADIA SUGAR

Grocers of Canada

We Manufacture

The Finest Apple Cider
The Finest Apple Cider Vinegar
The Finest Evaporated Apples

Above made from the Choicest Nova Scotia Apples

Send Your Orders Direct

M. W. GRAVES CO.

BRIDGETOWN, N.S.

PAUL F. GAUVREAU

BUYER OF PEAS and BEANS OF ALL KINDS

When looking for a market for your peas and beans, remember I always require large quantities yearly. I am a large buyer to supply my trade in the Province of Quebec. Please mail samples and prices and you will receive a prompt reply.

PAUL F. GAUVREAU

BROKER

85 Peter Street **Quebec, P.Q.**

Telephone 2968

Hudon Hébert & Co.

Limited

Wholesale Grocers

and

Wine Merchants

18 De Bresoles Street

Montreal

Canada

"Quality" Brand

is all that the word implies

CANADIAN CEREAL & FLOUR MILLS CO. LIMITED

QUALITY

STRATFORD, CANADA

THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

"Quality" Brand Cereals

include

Rolled Oats (Packages and Bulk)

Oatmeal (Any Cut)

Split Peas

Pot Barley **Pearl Barley** **Brose Meal**

Gluten Flour **Farina** **Wheatlets**

Leading Brands Flour

Hard
"Rainbow" "Our Chief"
"Hercules" "White Dove"

Winter
"Gold Seal"
"Lily"

Blended
"Star"
"MacLeod's Special"

For Domestic and Export Trade

CANADIAN CEREAL AND FLOUR MILLS CO., LIMITFD

Millers and Grain Dealers

STRATFORD, CANADA

Watch for "Quality" Oats in Packages

Maritime Warehouses: St. John, N.B., 61 Dock St., W. E. Bowman; Halifax, N.S., Barrington St., Thomas Flanagan

Canada Food Board License 51-52-53-72-4-454

For delicious lemon pies...

A new product that offers an excellent profit

Here is an economical and easily-prepared lemon pie filler that is unusually wholesome and delightfully flavored. *"Mellow" Brand Lemon Pie Filler* can also be used for making sauces for puddings, and with fresh and preserved fruits, custards. etc.

Your customers will appreciate this time and money-saving product, so get a trial supply to-day from your wholesaler.

"MELLOW"
TRADE MARK
FOOD PRODUCTS

Mellow Food Products

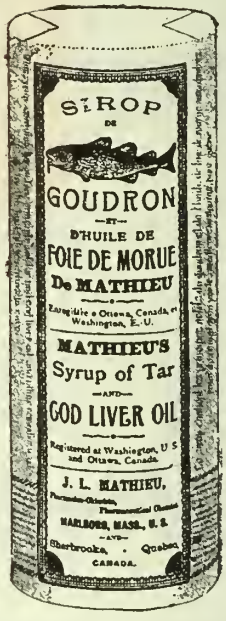
146 Garnier St. Montreal

"MATHIEU'S"

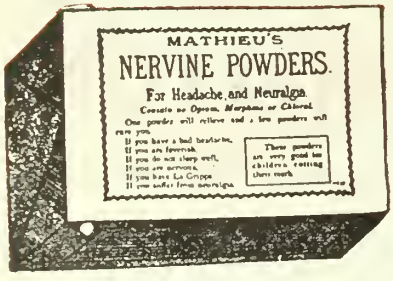
Lines in Stock are Better Than

MONEY in the BANK

The efficiency of Mathieu's Syrup of Tar and Cod Liver Oil as a splendid body-builder and a relief for colds, la grippe, rheumatism, fevers, etc., has made it a steady seller. You can recommend it with a confidence that your customers will receive entire satisfaction. For the children it cannot be equalled, particularly during the cold winter months.



When you sell Mathieu's Nervine Powders you are giving an exceptional remedy for headaches, neuralgia, etc.



The regular margin in profit makes these goods a "worth-while" proposition and you can feel absolutely assured that they will live up to your highest recommendation.

J. L. MATHIEU COMPANY

SHERBROOKE *PROPRIETORS* QUEBEC

Another illustration of the W. J. Hopgood & Son's store in Halifax, N.S. Note the number of scales and their situation with the idea of convenience.

FLORAL DEPARTMENT PROVES INCENTIVE

(Continued from page 33)

lines of goods that would not fit into the shelves, or in fact anywhere else in the store, very well."

Neatness is Important

As the accompanying photograph indicates, cleanliness and neatness characterize the Hopgood store arrangement throughout. While this is an evidence of good taste, which is always admirable, it has an even deeper significance. Good business is at the bottom of it. Stock displays in the Hopgood store are conscious, definite efforts to make sales by attracting attention to, and creating desire for, the articles shown.

"I want every article exhibited in this store to sing out to our customers, in a convincing tone: 'I am clean and wholesome, and good to eat," is the way Mr. Hopgood expresses the idea, and it is fair to say that bacon, chocolates, macaroni, peaches, asparagus, eggs, tomatoes, and their hundreds of associates in the Hopgood store sing Mr. Hopgood's song in a very agreeable chorus.

A floral department, which is a grocery store novelty in other places, as well as in Halifax, is a pleasing feature of the new Hopgood store, and a source of direct and indirect profit to the business. This department is conducted by a Dartmouth florist, who pays Hopgood & Sons a commission on all sales made by him in the store. One big front display window is given up to flowers and plants for sale, and while the arrangement between grocer and florist was tried out early this year, merely as an experiment, it has already proved a decided success for both parties. Mr. Hopgood finds that commissions on floral sales are equal to a good rental for the space occupied by the department, while the constantly changing displays of plants and flowers attract much more favorable attention to the store, and in many cases it has turned out that people who came in simply to buy flowers have been tempted to make grocery purchases before leaving the store.

Nova Scotia Leads in Apples

OTTAWA.—That 3,334,660 barrels of apples valued at $24,396,210 were produced and sold in Canada during the year 1919 is stated in a preliminary bulletin on last season's Canadian apple crop issued by the Dominion Bureau of Statistics, and based upon information gathered by the fruit branch of the Department of Agriculture.

Nova Scotia, Ontario and British Columbia in the order named are the great apple-producing Provinces of the Dominion. Nova Scotia produced 1,600,000 barrels, valued at $9,989,680; Ontario 878,860 barrels, valued at $7,030,880, while British Columbia's production was 2,236,000 boxes, equivalent to 745,300 barrels, and valued at $6,540,000. The Quebec apple crop amounted to 70,500 barrels, valued at $527,950, while New Brunswick produced for sale 40,000 barrels, worth $307,400.

These figures represent average values per barrel of $6.24 for Nova Scotia, $7.68 for New Brunswick, $7.50 for Quebec, $8 for Ontario, $8.78 for British Columbia and slightly over seven dollars per barrel for all Canada. The values represent wholesale prices. In the case of apples exported to the United Kingdom the value includes ocean freight rates, which varied from $2.50 to $3 per barrel. For the Province of Ontario the total production of 878,860 barrels consisted of 24 432 barrels of early apples, 124,201 barrels of fall apples and 730,227 barrels of winter apples.

Good Equipment Spells Efficiency

"I Would Not Think of Going Into Business Without the Best Equipment I Could Buy," Remarked E. W. Cochrane, Amherst, N.S. Importance of Rendering the Best Possible Service to Customers is Paramount

By Staff Correspondent

AMHERST, N. S., Aug. 2.—Store equipment that saves time, conserves human energy, carefully utilizes space, and aids in making attractive displays of all sorts of goods, is regarded by E. W. Cochrane & Son, Amherst, N. S., as a necessary requisite of successful merchandising.

"I would not think of going into business without the best equipment I could buy for my store," said E. W. Cochrane to Canadian Grocer. "We have spent thousands of dollars for equipment for this store," Mr. Cochrane went on to say, "and while we have paid some attention to appearances, it has not been our main purpose, by any means, to merely make our store attractive. Efficiency is a much overworked word, but I will have to use it, to exactly express our idea. What we are always after is to get goods out to our customers with the least possible loss of time, and waste of effort. The fixtures you see here were put in to help us do just that—to give us as efficient a machine as we could devise for handling our merchandise."

Facilitates Movement of Goods

Then Mr. Cochrane began to illustrate his idea by showing just how the various fixtures for which he had spent his good money facilitate the movement of goods through the store. A running ladder on each of three sides of the store makes it easy for any salesman to reach an article on any shelf. Hinged wall bins of varying sizes—one only large enough to hold a few pounds of spices, while another will contain a barrel of flour, beans, rolled oats or cornmeal—remove the inconvenience and loss of serving at the sales counter from old-fashioned loosely covered, or uncovered, packing cases and barrels. The bins are tipped forward when it is desired to get at their contents, and when released they fall back into position, tightly covered, and out of the way. These bins extend the full length of the store on both sides, and reach from the lower shelving to the floor.

Two large scales find places on the sales counter to enable salesmen to weigh out their sales without unnecessary steps to and from scales. A small confectionery scale is placed where most needed. Every few feet a string of twine extends from the ceiling to permit the tying up of parcels without delay. The cash register, in which each salesman has his particular cash drawer, is situated in the middle of the sales counters, where only a few steps, at the most, are required to reach it. The meat cutter is placed directly in front of the six-compartment refrigerator in which ham and bacon—the only meats sold in the store—are kept. Butter, cheese, lard, eggs, are shown through the glass fronts of the other compartments, all of which are in effect silent-salesmen.

Silent-Salesmen Predominate

One regular style silent-salesman stands out prominently in the store arrangement, but the fronts of all counters are fitted with sliding glass doors, which practically turn these counters into silent-salesmen as well. A large frame, containing eight large open bins, stands in the front of the store and is used for the display of fresh fruits. These bins are of easy access. Seeds are kept in a frame of twelve small open-faced cases. An electric coffee grinder is situated beside the coffee bin at the front of the store.

The four salesmen in the Cochrane store all carry with them an "air" of liking their work. Canadian Grocer asked one what he thought of the value of good equipment as far as it affected the salesman.

"Why, it is great," he replied. "Good equipment is a great help to the man who is putting up the goods, and helps us to handle three or four times the amount of stuff we could without up-to-date fixtures. That pays the boss, of course, but it also pays us well, for this equipment makes our work easier, and more pleasant, and it is certainly worth a lot to have the satisfaction which we have every day of realizing that with this equipment we make the best use of our time while we are in the store. I wouldn't want to work in a store that was not equipped for saving my time and energy, as well as the boss's money," he concluded.

Equipment to facilitate service is a feature in this store of Cochrane & Son, Amherst, N.S. Hinged bins, silent salesmen, etc., are easily discernible.

ADVERTISING FIGURES LARGELY IN THIS MAN'S SUCCESS

Holdrerge, Neb. — Thousands of people from within a radius of 30 miles of this small city of 2,500 people drove recently to help Frank Johnson celebrate the thirty-fifth anniversary of his establishment in business and get a slice of the cake he had built for the occasion. It measured 18 feet in circumference and three feet in depth, and weighed 2,094 pounds.

Johnson is the biggest and richest merchant in this section of the State. His motto is, "The only place I know of where money is made without advertising is the United States Mint."

This small town merchant is the heaviest advertiser in the State outside of Lincoln and Omaha. He reaches out into all the territory, and farmers come as far as 70 miles to trade with him. He sold $500,000 worth of goods last year.

Under the motive power of his genius the city has recently paved all her business streets and built an auditorium that seats 3,000 persons. It was dedicated by John McCormack, Irish tenor, and the gate receipts were over $10,000.—New York World.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

H. G. Bauld, of Bauld Bros., Limited, wholesale grocers, Halifax, N.S., is one of the candidates of the Liberal party for the city and county of Halifax in the Nova Scotia provincial elections.

QUEBEC

Roy Gee, of W. G. Patrick & Co., Toronto, is on a two weeks vacation.

P. A. Marceil has bought out the grocery business of J. A. Beauregard, Montreal.

P. Crete has sold out his grocery business, 520 Defontier St. E., Montreal, to P. D. Peloquin.

A. Vincent, grocer, 32 Laurier Ave. W., Montreal, is succeeded in the business by A. Daniel.

Plante and S. Onge have bought the grocery business of A. Semichel, 36 St. Patrick St., Lachine, Quebec.

J. T. Cox, of the Carter-Macy Co. of Canada, Ltd., arrived back in Winnipeg from an extended business trip to the coast.

W. G. Patrick, of W. G. Patrick & Co., Toronto, was on a business trip to New York last week. He had just returned recently from a trip to the Old Country.

J. M. Dunwoody of Stroyan-Dunwoody Co., Winnipeg, manufacturers' agents, arrived home this week from an extended business trip to the old country. While away Mr. Dunwoody visited England, France, Belgium and Spain, where he secured a number of agencies.

Z. Hebert, president of the wholesale grocery firm of Hudon Hebert & Cie., Montreal, with his two sons left Montreal on Saturday for New York, where they will embark for a three months' trip to England, France and Spain. Mr. Hebert is taking this trip for a rest but will call on many of the European firms whom he represents in Canada.

A. H. M. Hay general merchants, carrying particularly lumbermen's supplies have moved their premises from 98 St. Peter Street, Quebec City to 80 St. Peter St. In their new premises they have a commodious three storey building, with their general offices on the ground floor. Mr. Hay states to Canadian Grocer that they had one of the best years in the history of the firm, particularly during the spring and early summer months.

ONTARIO

C. R. Bonham, Toronto, has sold his grocery.

Mr. Worrell, Toronto, has bought out D. H. Miller.

W. H. Severet & Son, Cobalt, Ontario, are disposing of their business.

Mr. Coburn has opened up a first-class store at 323 Greenwood Ave., Toronto.

Telfer Bros., Limited, Collingwood, Ont., have disposed of their business to C. C. Begg & Sons.

The first semi-annual meeting of the Stratford Co-operative Society was held recently, when the resignation of the president, Arthur Skidmore, was accepted and Harry Wigglesworth was elected in his place.

The tenth anniversary of the Peterborough creamery, now the Peterborough Milk Products Co., represents the history of a business that has developed at a phenomenal degree from its modest start ten years ago.

Fishermen from all parts of the Bay of Quinte and Lake Ontario district met in Deseronto recently. Some of the matters debated had to do with the purchase of nets, and a campaign for an uniform rate for fish. Representatives of the branch will meet representatives from the Booth Fish Co. shortly to further plans. This meeting will be held in Kingston.

BUSINESS CHANGES

W. H. Hillis, Hamilton, Ont., has sold out his business.

J. O'Donnell, Stratford, Ont., has sold his store to R. Graham.

W. J. Cooper & Co., Toronto, has disposed of his business to W. Kerr.

Drewery and Buker, Toronto, has been succeeded in business by George Hutchison.

Duff Stores Co., Ltd., Hamilton., grocers, have been succeeded by Duff Stores Co.

E. L. Dale, Beeton, Ont., has sold his grocery and meat business to B. Wirth of the same town.

MANUFACTURERS TO MAKE ANNUAL RETURN OF SALES TAX AS AFFECTING RETURNABLE PACKAGES

Owing to the fact that the sales-tax regulation applying to returnable packages, in its original form, created unnecessary labor and expense to manufacturers who ship goods to their customers in returnable packages, representations were made by the C.M.A. and a ruling made that manufacturers dealing in goods shipped in returnable packages may make to the Government, not later than the end of March in each year, an annual sales tax return as to such packages, instead of monthly returns; and the sales tax so payable to the Government by the manufacturer shall be paid on the difference between the amount charged for the returnable containers shipped during the year and the equivalent amount rebated for containers returned during the same period; and it shall be optional with the manufacturer to charge the sales tax on the value of returnable containers in invoices to the purchaser subject to credit when returned, or to pay such sales tax himself.

New Goods

The "Sample Saving" Trade Getter is being placed on the market. It is a porcelain enameled dish, large enough to hold the contents of a No. 3 can, or one quart of liquid. This dish has a leak proof cover, that prevents leakage of the sample. It is for displaying samples of canned goods, oysters, jams, jellies, etc.

The dish is made of steel and enameled with a heavy white porcelain finish. The outfit complete, consists of four Sample Saving Trade Getters and an attractive case. The total weight is only 9 pounds. H. E. Thompson, Notre Dame Ave., East, Winnipeg, is the Canadian representative. He points out that one can open a sample in the morning and carry it about with him for a day, displaying his wares. At the end of the day, he can use the sample in his home.

NEWS FROM WESTERN CANADA

WESTERN

H. W. McConnell, of the H. L. Perry Co., Ltd., Winnipeg, is on a business trip East and will visit Toronto, Montreal and London.

Harold Seddon, general agent of Lea & Perrins, was in Winnipeg for a few days on his return trip from the Pacific Coast.

J. McGeachy, of Mowat & McGeachy, is on an extended business trip to Halifax to visit Moirs, Ltd., whose lines they handle for Western Canada.

Col. John W. Chambers, of the O. T., Ltd., London, was a visitor in Winnipeg this week calling upon their Canadian representatives, Stroyan-Dunwoody Co.

J. A. Taylor, special representative of Lea & Perrins, who has been covering the Winnipeg trade in behalf of H. P. Pennock & Co., Ltd., went to Montreal last week.

Sainsbury Bros., Winnipeg, Canadian representatives of the California Prune and Apricot Growers, advise that they expect 1920 prices on the new prune crop will be named by the association in the early part of August.

J. Hangle, 591 Portage Avenue, Winnipeg, Man., suffered loss by fire recently, when the entire contents were destroyed. Mr. Hangle had just installed a soda fountain at a heavy expense and this was badly damaged.

R. L. Fowler & Co., Ltd., of Calgary, Saskatoon and Regina, manufacturers of ciders, peanut butter and salted peanuts, have appointed Nicholson-Rankin, Ltd., as their representatives for Northwestern Ontario and Manitoba.

Nicholson-Rankin, Ltd., Winnipeg, are extending their fruit and vegetable department and J. J. Rapp, formerly with Dingle & Stewart, has taken charge of this department and will be calling on the wholesale fruit and vegetable trade.

John Dixon, president of the O.T., Ltd., Australia, who is making a tour of Canada at present, is expected in Winnipeg shortly and while in the city will be in conference with the Canadian representatives, Stroyan-Dunwoody, Ltd.

W. Gordon, formerly a grocer on the Kingsway, Vancouver, B.C., opened a grocery store in Cumberland, B.C., on March 8th. The store is known as "The Corner Store." Later on Mr. Gordon may put in a line of men's furnishings and dry goods.

George Reid, Winnipeg traveller for the W. L. MacKenzie & Co., Ltd., is reported very ill and had to be taken to the hospital. Many friends of George will regret to learn of his relapse and hope he will soon be on the road to recovery.

The many friends of Jack Lowrie, traveller for Northern Saskatchewan, for the W. L. MacKenzie, Co., Ltd., will regret to learn that he has more misfortunes through having five of his children taken to the Isolation Hospital, two of them sick with diphtheria, and three with scarlet fever. At the moment of writing the hospital reports that none are now very serious and it is expected all will recover rapidly. Mrs. Lowrie has also been seriously ill, but she is rapidly improving.

"The Corner Store" at Sandwick, B.C., formerly owned by Parkin Bros., has been taken over recently by R. T. Cooper & Son. Mr. Cooper is known to many in the grocery trade in B.C., having covered Vancouver Island for the past 15 years for the Kelly Douglas Co., Ltd., wholesale grocers. His son, H. W. Cooper, a returned man, is in the business with his father. Groceries will be their chief line, staple lines of hardware and dry goods will also be carried.

H. L. Cook, Winnipeg, has opened up his general store business in Thompson's old stand, Oak Lake, Man. Mr. Cooper has had many years experience in business in Winnipeg.

The Kamloops Caneries, Ltd., has completed arrangements for the purchase of a new building in that town, and it will be ready for operations at an early date. More extensive operations are planned for next year.

Importing From British Isles Is Improving

English Manufacturers are Still Hampered by the Lack of Production—Demand Still Heavy

Returning from a business trip abroad, W. G. Patrick, of W. G. Patrick & Co., 50 Wellington St. W., Toronto, told Canadian Grocer that he found conditions regarding the company's export trade to be improved to some considerable extent as compared with a year ago.

The English manufacturers are still hampered by the lack of production, and by the big demand that is still keeping up in England. Supplies for manufacturing are coming more freely—and this does not seem to hamper production—but the production is being hampered by the lack of labor and the difficulty in undertaking any building operations.

Manufacturers in food products are all busy, and in several firms they are prorationing orders But in most instances their output is gradually increasing..

Taking conditions as a whole, within another year Mr. Patrick believes that importing from the British Isles will be in a much more normal condition.

Showing interior of F. Wilson & Son's store at Medicine Hat, Alta. Mr Wilson commenced business last November on his return from oversea..

Catalogues and Booklets

The California Packing Corporation, of San Francisco, Ca., have forwarded to their Winnipeg representatives, Tees & Persse, an attractive show card displaying Green Plume Dried Fruits. Tees & Persse are distributing these to the trade.

Trade Depression in England is Regarded as Only Temporary

Quiet Spell Follows Feverish Speculation in All Branches of Trade, But Particularly in Foodstuffs—Confectionery and Jam Prices Too High

WINNIPEG (Special).—J. M. Dunwoody, of Stroyan-Dunwoody Co., manufacturers' agents, has returned from a four months' business trip to the Old Country. He visited England, Belgium, France and Spain.

Speaking of conditions in Europe, Mr. Dunwoody told Canadian Grocer that England is at the present time laboring under somewhat of a trade depression. This would appear to be of a temporary nature and is regarded by many as a not unhealthy state of affairs.

"The period of feverish speculation (in all branches of commerce, but particularly in food stuffs) which has existed since the armistice, has been brought to a sudden halt," he states. "A careful investigation of trade conditions by leading banking authorities led to an immediate calling in of all loans except those to legitimate traders, and even on these a closer grip was kept. The result was that thousands of large speculators were unable to finance their holdings and had to liquidate at any price.

"This liquidation was particularly evident in the tea trade, where vast quantities of both cheap and medium class teas had been held, in the anticipation of the Russian market again becoming open. It may be remarked in passing, that the prevalent idea that Russia was a buyer only of cheap teas is quite erroneous. True, in pre-war days enormous quantities of cheap teas were imported for the Russian peasantry, but there was no more discriminating connoisseur in tea drinking than the middle or upper class Russian.

"I saw very fair samples of medium-grade tippy teas sold in London at sevenpence a pound below the quoted price, f. o. b. country of growth.

"This is an entirely artificial state of affairs. I cannot see how these low prices are to continue much longer."

Confectionery and Biscuit Trade

"These trades," said Mr. Dunwoody, "are suffering in England from a very acute depression, owing simply and solely to the fact that increasing sugar costs have raised prices to such a pitch that the consumer cannot, or will not pay.

"In jams, here again the sugar question plays an important part. Owing to late frosts and heavy storms last spring the fruit crop is a very light one and prices are expected to be high. A very light strawberry pack is anticipated.

Belgian Chicory

"Prices on Belgian chicory are expected to remain at present levels until the new crop is ground, when a lower market is hoped for in Belgium. Whether or not this will affect export markets to an appreciable extent, remains to be seen, as the Belgian Government is regulating exports very strictly and the surplus available for export after home demands are filled will certainly not be enormous."

Many Vineyards Are Damaged by Hail Storm

Estimate of Grape Crop is Considerably Lessened—Value of the Crop is Placed Around $65.00 Per Ton, the Same Figure as Was Paid to Growers Last Year

THE hail storm that again visited the Niagara district ten days ago did much damage to the vines. A manufacturer stated to the Canadian Grocer that at this time it is not possible to give an accurate estimate of the loss. Many graperies were badly hailed. Before the hail there was every indication of a satisfactory tonnage, and general conditions, with the high price of sugar and a big crop of peaches and plums, would tend to make the grape value somewhere around $65 per ton, the same price as received by the growers for delivery last season.

"There is an association of basket shippers who have circulated considerable propaganda, to the effect that grapes were being held for $100.00 per ton, but this is a fictitious value, and the statements have been made without any justification. If the percentage of hail cut grapes is greater than anticipated; these grapes will be worth less than $65.00 per ton to the wine manufacturers and any quantity packed in baskets for shipment will have a tendency to weaken the basket market, although the shortage of baskets for shipping purposes will rather limit basket deliveries and oblige many growers to seek an outlet elsewhere."

Is Applying for an Increase in Express Rates

THE Express Traffic Association on behalf of the American Railway Express Company, the British American Express Company, Canadian Express Company, Central Canada Express Company and Dominion Express Company, Express Companies operating in Canada, has applied for a rate increase amounting to not less than forty per cent. of the tolls at present in effect.

In 1911 your board conducted an exhaustive investigation into the express business in Canada. The investigation resulted in certain concessions by the companies to the public, increasing the operating expenses of the companies, and in some reductions in rates. In 1913 your board ordered the express companies doing business in Canada to make a further reduction of 20 per cent. in practically all express rates, except minimum rates, and except local rates east of Sudbury. The express companies unavailingly protested against these reductions. They contended that their operating expenses were increasing so rapidly that it would be impossible for companies to earn any reasonable profit, or indeed any profit whatever, under the reduced rates. In November, 1918, the express companies in an application to your board for increased rates stated that "after a most careful study of the situation the companies find they require an average increase of at least 25 per cent. over the present rates per hundred pounds west of Sudbury, and of 37 per cent over present rates per hundred pounds east of Sudbury." The application resulted in a limited rate increase which under General Order of the Board No. 268, dated 25th July, 1919, became effective on the first day of September, A.D., 1919.

The Canadian Railways have received freight rate increases of (so-called) 15 and 25 per cent. respectively. These increases in reality represented an actual advance of about 31 per cent. in railway tolls. The railway companies are now seeking a further advance of 30 per cent., which if granted will entail a further substantial cost to the express companies and narrow the spread between express and freight rates.

It is claimed that the express companies are operating on less than 61½ per cent. of what this board in 1913 declared to be a fair and reasonable tariff. In other words, with an increase in operating costs of over 100 per cent. the companies have been granted an increase in rates of less than 23 per cent. The general public has necessarily protected itself against the depreciation of the dollar by a relative advance in prices. The companies submit that they are entitled to like protection by this board.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

A DECLINE in corn syrups and cornstarch and an advance in cornflakes by one manufacturer feature the markets in groceries this week. Apart from these changes, prices are for the most part steady and strong. Demand is fairly good, although the usual midsummer dullness prevails in a lot of lines.

MONTREAL—Grocery jobbers report a seasonable volume of trade. New pack fruits and vegetables are expected to be arriving soon, and prices will be quoted soon, it is expected, on various lines now being packed. There are quite a number of changes on various staple and special goods this week, and advances are quite numerous. There have been some notable declines as well.

TORONTO—Markets in groceries this week are featured by a decline in corn syrup prices, as well as in starch. On the other hand one manufacturer has advanced quotation on cornflakes to $4.80 per case, while another one has withdrawn quotations. With the exception of these two changes the markets are for the most part unchanged. New prices of raisins are expected shortly, and it is predicted that they will be high, in view of the heavy demand for the same in the United States. Canned goods are unchanged, and trade in the same is a little quiet. Cereal quotations are strong, although showing no changes as compared with a week ago. Spices are very firm, and the situation in teas and coffees is much the same, with values unchanged. Fresh fruits and vegetables of a domestic kind are arriving freely, prices of the same continue at fairly high levels.

In the produce and provision lines, the livestock market evidenced some weakness at the beginning of the week, but not sufficient to show any weaker tendencies in the prices of meats. Smoked meats are strong, as are also cooked meats, with no changes in quotations. Cheese on the boards is easier, while butter and eggs continue firm.

WINNIPEG—Grocery market conditions show very little variance during the week. Corn syrup in sympathy with the slump of the Chicago corn market declined from 25 to 35 cents per case, according to size of case. Starch declined a half cent a pound. The New York raw sugar market has shown another decline of $2.00 during the week, but the Canadian market is ruling very steady. Manufacturers of cornflakes have cancelled previous contracts and all lines are expected to be higher. The new pack prune prices will be named shortly and it has been reported that all Muscatel raisins are going to be offered at auction at New York. The British Columbia packers report a very poor haul of pilchards this year and no doubt are liable to be very scarce and higher tendencies. Fine quality tea remains scarce, while the coffee market is lower now than it has been for years. Spices remain firm. Spot stocks of sago and tapioca are firm and lower prices are expected on the new crop, which will reach Canada towards the middle of September. Good shipments of good quality raspberries and blueberries are arriving, as well as some nice B. C. cherries of the Lambert and Bing variety. Vegetables are coming in freely and this week vegetable marrow made its first appearance. An advance of 35 cents on Old Dutch Cleanser is anticipated.

QUEBEC MARKETS

MONTREAL.—The grocery markets, while quiet in some respects, are active in others, and there is a prospect of activity being renewed in a few weeks for general lines. There are quite a number of changes, most of them in the nature of an advance, although there are one or two notable declines. Molasses is reduced in price ten cents a gallon and starches are down. Corn and white syrups are also reduced. Mincemeat and catsups are advanced, as are also some lines of pickles, salad dressings, chili sauces, jelly and ice cream powders. "Preserves" are marked higher. Lobsters of new pack are on the market at higher prices and olive oil from France is again being quoted. All refined sugar is now selling on a $24 basis. Potato flour is lower in price.

Starches Down Half Cent

Montreal.

STARCHES.—Culinary starches are reduced in price. Prepared corn is quoted at 13½c. per lb., Canada Challenge and Argo Corn Starch at 12c. per lb. and in 20 lb. boxes ¼c. per lb. higher.

Molasses Down, Syrup Up

Montreal.

MOASSES, SYRUPS.—Prices have been marked down on Barbadoes molasses. This is somewhat of a surprise for the tendencies have been strong on the raw material. Explanation of this

easing of the market is that sales have been slow and the reduction is expected to improve sales. Montreal basis is now $1.65 per gallon and outside basis 5 cents less, in puncheons.

CORN SYRUPS.—This comes as a result of the drop in corn prices. A reduction has been made on both corn and white grades in all sizes, as will be seen in the list herewith.

Corn Syrup—	
Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼
Quarter barrels, about 175 lbs.	0 10¾
2 gal., 25-lb. pails, each	3 10
3 gal. 38½-lb. pails, each	4 65
5 gal. 65-lb. pails, each	4 45
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, ½ doz. in case, case	7 75
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Mincemeat; Catsups Up

Montreal.

MINCEMEAT, CATSUPS.—Prices are higher this week on mincemeat of Wetley make. The new quotation on cases of 3 dozen is $6.90. Snider catsup is advanced from $2.90 to $3.90 per oz. on the 12 once size, chili sauce, 8 oz. $3.40 to $4.25 and salad dressing, 16 oz. $5 to $6.40.

Up Go Jelly Powders

Montreal.

JELLY POWDERS.—Prices are advanced on several of the well-known jelly powders. This is perhaps due to the increased costs of sugar. "Imperial" bran is selling at $1.05 per doz.; "Jello" at $1.70 and Jello ice cream powders at $1.70. This is an increase of 20c. per doz. for the first two and of 15c. for the ice cream powder.

New "Preserve" Prices

Montreal.

PRESERVES.—Prices on some of the Aylmer lines of preserves are as follows: Apricots, 12 oz., advanced 50c. to $4.15 per doz.; red currant, 16 oz. 95c. to $5.50; greengage, 4 lb. tins, 10c. to $1.25.

Lobsters, Olive Oil Arrive

Montreal.

GOODS IN TINS.—Lobsters have arrived on this market in quarter pound tins. Flats, ¼ lb. size, are selling to the trade at $3.30 per dozen. Olive oil of French pack is also received this week and litre size bottles are selling at $32 per dozen and gallon tins at $6.50 each.

All Sugar Same Basis

Montreal.

SUGAR.—Prices on refined sugar are all on the same basis now:—$24 per 100 lbs. There is plenty of tonnage to meet the demands of the trade, and orders are being cleared up well, Canadian Grocer is informed. The undertone is quite steady and raw sugar is coming to hand regularly so that there will perhaps be no reason to anticipate any shortage for some time, if at all. The preserving season has taken a fair amount of the product, though fruit at high prices does not seem to have been popular this year, when combined with high-priced sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Potato Flour Declined

Montreal.

PACKAGE GOODS.—Casco brand of potato flour has been reduced in price and the quotation now stands at $6.20 per case of 40 packages. This is equivalent to a price of 15½c. per lb. Corn flakes are firmer, but it is a question as to just how long prices will hold with the corn market so upset. Malt breakfast food, for some time past scarce, is now available at $12.50 per case of 36 packages. Rolled oats are unchanged. It is stated that there has been a more active demand for these in this district owing to the cool summer weatheh.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15½
Starch (laundry)	0 12½
Flour, Tapioca 0 15	0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Fodo (36 pkgs.)	12 50

Flour Steady and Quiet

Montreal.

FLOUR.—Prices have been maintained on standard spring wheat flour, the basis remaining at $14.75 per barrel, on the basis of two jute sacks to the barrel. Summer demands are naturally limited and it is doubtful if the movement will be heavy until September. When decontrol comes into effect on the new crop it will be interesting to watch the trend of markets. This will be awaited with interest by millers and the trade alike.

Feed Demands Limited

Montreal.

FEEDS.—The demand for feed is seasonably light. Prices remain unchanged in every way, shorts selling at $61 per ton and bran at $54. There will be little improvement in the demand this month, it is expected.

Clothes Pins Dearer

Montreal.

MISCELLANEOUS.—There has been an advance of fifteen cents per case of two gross on spring clothes pins. The new price is $1.75 per case. Chinese liquid glue has advanced ten cents per dozen to $1.60. A three doz. case of Snap Hand Cleaner costs $1.05 per case more and is now listed at $6.60. There is a reduction or fifty cents per case on Crisco.

New Pack Prices Soon

Montreal.

CANNED GOODS.—Packers are now in full swing and while early pack vegetables and fruits are not arriving, it is expected that deliveries will commence before long. The prices for this season on some lines are expected along soon, and on some lines there will be a maintenance, very probably, of the old prices, while with the high price of sugar and containers, on many lines, low prices can scarcely be anticipated. New pack strawberries are quoted this week at standard No. 2, $4.60; choice grade, $4.70; and fancy preserved, $5.50 per dozen.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax		2 00
Beans, Refugee		2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 65
Do., gallons (doz.)		4 00
Peas, standards		1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00

Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50

Spice List Is Erratic

Montreal.

SPICES. — While summer quiet prevails, there is a fair movement of spices of various kinds. The jobbers state, however, that the understone is uncertain and somewhat erratic, with price basis not well defined. There has been some difficulty of obtaining supplies, transportation still being complained of. It will not be surprising if there are some revisions downward.

Tea Liquidation Over?

Montreal.

TEAS. — The dispersal of low-grade tea stocks is said, by some, to be well spent. At the moment there is prospect of business settling down to a better and more definite basis, and indications are that better grade teas will sell well and that there will be held at high prices. There is still a great range of values and one may purchase what he desires at prices to suit. Some revision of the list has been affected, showing a wider range of prices. Early pickings of Japan teas are expected to arrive probably before the end of August.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Tapioca Costs Half Cent Less

Montreal.

RICE.—There is no change in the rice situation and the market is rather quiet. The quotations on tapioca are down one half cent per pound on bag lots. The new price will be 11½ cents.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Coffees May Cost Less

Montreal.

COFFEES, COCOA.—Prices for coffee to be delivered later in the year have tended downward, though spot markets are holding steady. There has been some fluctuating in the basis on futures, too, and some speculative buying is reported on the part of heavy buyers. Cocoa sales are seasonable and the market unchanged.

Shelled Nuts Very Active

Montreal.

NUTS.—As far as jobbers are concerned, they report a slow sale for nuts in the shell. This is not the active season, excepting for peanuts in the shell and which are going forward at unchanged prices. The movement of salted nuts such as peacans and peanuts is decidedly active, and one jobber states that he cannot overtake the business. This improvement is credited to the adverse exchange rates, and the advent of the holiday season calls for nuts in packages. Walnuts, some assert, will cost more this fall.

More Fruits: Lower Prices

Montreal.

FRUITS.—Prices are declining on domestic and imported apples, and as the supplies increase the logical result follows—lower prices all around. Watermelons are more plentiful and lower, so are apples, cantaloupes, blueberries and cherries. Bananas hold high, and oranges are still costly. There is an active movement of domestic stock, particularly of apples, currants, blueberries and cherries.

Apples, early, basket	....	3 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	0 75	1 50
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	6 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	9 50
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Pineapples, crate	....	8 50
Watermelons, each	0 50	0 75
Peaches, crate	....	6 00
Plums, crate	....	4 00
Canteloupes, crate	....	3 50
Blueberries, box (Lake St. John)	2 25	4 00

Vegetables Costing Less

Montreal.

VEGETABLES. — Green vegetables are more plentiful. The movement is active and as new verieties arrive they are popularly asked for and sell in immense quantities. Marketing conditions are quite satisfactory. New green corn is plentiful now at 30 to 35 cents per doz., and will be lower still. Summer squash are getting more plentiful. Potatoes are freer and prices are tending downward. Wax beans are gradually softening in price and tomatoes are freer and tending downward.

Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	1 00
Cabbage, Montreal, doz.	....	1 00
Chicory, doz.	....	0 50
Carrots, bag	....	3 50
Corn, cob, per doz.	0 30	0 35
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 40
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	....	3 75
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 55
Do., Montreal	....	2 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
New potatoes, No. 1, per barrel	....	13 00
Do., No. 2, per barrel	....	7 50
Montreal, Tomatoes, lb.	0 10	0 15

Package Raisins Scarcer

Montreal.

DRIED FRUITS.—Prices are steady and unchanged on dried fruits and there is a growing scarcity of the various lines such as package raisins, prunes, etc. The jobbers tate that there will be little replenishment of stocks until the new crops arrive. Some of these, according to latest advices, are quite encouraging. Raisins are reported as favorable, pears, poor, prunes "up to the average of last year," apricots, "a poor crop," peaches, "good." While no prices are yet issued to the trade these are expected to be along very soon.

Cereal List Quieter

Montreal.

CEREALS.—Although there is the usual summer lull in demand for the various cereals, colder summer weather here has served to make demands more brisk than they otherwise would have been. Prices are maintained, although some uncertainty exists with regard to the price of rolled oats.

ONTARIO MARKETS

TORONTO, Aug. 6—The feature of the markets this week is the decline in corn syrups and corn starch. This reduction of half a cent per pound on bulk goods and of from 25 to 30 cents on case lots, is due to the weaker corn market, manufacturers state. On the other hand, one manufacturer has advanced his quotation on corn flakes, while another has temporarily withdrawn prices. The high cost of cartons is said to be responsible and more than offsets the lower prices of corn. The sugar market is steady. Dried fruits are quiet as is also the market for canned goods. The new prices of raisins have not yet been announced, but are expected in the course of the next few days.

Refined Sugar Steady

Toronto.

SUGAR.—There is no change in the refined sugar market. Supplies are plentiful and the demand is light. The raw sugar market is settling to a lower basis, due to freer offering of outside sugars and the fact that refineries are more careful in their buying in view of the fact that held sugars are being forced on the market.

St. Lawrence, extra granulated, cwt.....	24 21
Atlantic, extra granulated	24 21
Acadia Sugar Refinery, extra granulated	24 21
Dom. Sugar Refinery, extra granulated..	24 21
Canada Sugar Refinery, granulated.....	24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Lower

Toronto.

SYRUPS, MOLASSES.—Lower prices are named on corn syrups this week. The decline amounts to a half a cent per pound on barrels, and in cases, from 25 to 30 cents according to the size of the tins. The pails are from 15 to 35 cents lower according to the number of gallons contained. The decline is due to the weaker corn market.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels		...
New Orleans, bbls., gal.	....	0 63
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cornflakes Stronger

Toronto.

PACKAGE GOODS.—The feature of the market for package goods this week is the advance in the price of cornflakes by one manufacturer of the same. The new figure is $4.80 per case, and the other concern has temporarily withdrawn quotations. Corn starch on the other hand shows a decline, and dealers are quoting it this week half a cent per pound lower. Other products are steady

CORNFLAKES SHOW SHARP ADVANCE

The Battle Creek Toasted Cornflake Co., London, Ont., has advanced its quotation on cornflakes to $4.80 per case, as compared with a former price of $4.25 per case. The W. K. Kellogg Toasted Cornflake Co., of Battle Creek, Mich., has withdrawn its prices for the time being. As was announced in Canadian Grocer a short time ago, the price of cornflakes was likely to advance. While the corn market at Chicago is somewhat easier, dealers state that the higher costs of packing and of the cartons has been responsible for stronger values that now prevail.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case.....	....	4 80
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters.....	....	0 16
Do., in 6-lb. wood boxes.....	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Canned Goods Steady

Toronto.

CANNED GOODS.—No changes are reported in the market for canned goods this week. New prices on salmon are not yet announced, and buying is active at the old quotations. There is only a very moderate inquiry for most canned lines, as is expected at this season.

Cereals Quiet

Toronto.

CEREALS.—The market for cereals is unchanged. Quotations are steady under a quiet demand.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	6 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Spices on Downward Trend

Toronto.

SPICES.—With the exception of Jamaica ginger and red peppers, spices are showing a downward movement. Black and white peppers are easier. Some sizes of nutmegs are down 5 cents per pound. Celery and caraway seeds are also down 5 cents per pound.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 65
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s.....	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Coffee Market Declining

Toronto.

COFFEE.—The primary market for coffees has developed a decided downward tendency and quotations have declined. Quotations on spot stocks are unchanged and the downward movement in primary markets will probably not be affected for some weeks. The demand is reported quiet.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Tea Market Strong

Toronto.

TEAS.—Quotations on spot stocks of teas are unchanged. Primary markets show decidedly upward tendencies, particularly on the lower grade Ceylons and Indians. High grades continue to be scarce and prices high. Japans are ruling firm. There is a normal demand but spot stocks are heavy.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58

Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Rices Will be Lower

Toronto.

RICES.—The rice market is unchanged under a light demand. The primary market is ruling easier with indications for lower prices in the early fall, but in the meantime the market for spot stocks of fancy goods is ruling firm, due to the scant supplies.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—Stocks of dried fruits continue to move with satisfaction to wholesalers. Quotations on new pack raisins have not yet been named, but are expected about August 10. It is the general opinion that the opening price on raisins will be high in view of the large demand in the U. S. for wine making. Currants and prunes are unchanged.

Nut Market Firm

Toronto.

NUTS.—The nut market generally is firm. Spot stocks of shelled nuts, however are still offered to the trade at prices below what they can be replaced.

Vegetables Are Steady

Toronto.

VEGETABLES. — Few changes in prices of vegetables are reported this week as compared with last. There continues a very active demand for all lines and receipts are heavy.

Lettuce, Can., head, 2 to 3 doz. case	1 50	2 00
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. bask.	2 75	3 00
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	....	2 50
New Potatoes, Carolina—		
No. 1, per barrel	....	13 50
No. 2, graded, per barrel	....	10 00
Tomatoes, Ontario, 11-qt. bskt.	2 75	3 00
Do., hothouse, per lb.	....	0 25
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 75	1 25
Do., sweet, 11-qt. bskt.	....	1 75
Vegetable Marrow, doz.	0 75	1 00
Celery, Michigan, bunch	....	0 90

Raspberries Are Easier

Toronto.

FRUITS.—Prices continue at strong levels for all fruits. Domestic fruits are arriving freely and are in brisk demand. Raspberries are selling around thirty cents per box, few being sold under that figure. Cherries are still arriving, but the season for the same is pretty well over. Blueberries are still very high. Imported fruits are a good sale, but prices are strong.

Oranges, Valencias—		
126s	....	7 00
150s	....	7 50
176s, 200s, 216s, 250s	....	9 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 240s	....	4 50
Do., Messinas, 300s	....	5 50
Do., Verdillis	....	5 50
Grapefruit, Cuban, Seedless—		
80s, 96s	....	5 00
Watermelons, 26-lb. aver., each	0 90	1 00
Cantaloupes, Cal., case, 45s	....	7 50
Georgia Peaches, 6-bskt. crates	6 00	6 50
Plums, Cal., box	....	4 50
Canadian Cherries—		
Sour, 11s	1 25	1 35
Do., 6s	....	0 65
Black, 6s	....	1 75
Do., 11s	3 25	3 50
Gooseberries, 6s	0 75	1 00
Do., 11s	1 25	1 50
Raspberries	....	0 30
Blueberries, bskt.	2 75	3 00
Lawton Berries	....	0 30
Red Currants, 11s	....	1 50
Do., 6s	....	0 75
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Apples, transparent hampers	3 50	3 75
Pears, Cal. Bartlett's, box	....	6 75
Grapes—		
California Malaga, box	....	6 50

Flour Market Quiet

Toronto.

FLOUR.—The flour market is fairly easy, although no price changes have been affected. It is the opinion in some quarters that flour will be lower in the near future. Mills are not operating as the domestic business is quiet and export business is finished.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

Millfeeds Scarce

Toronto.

MILLFEEDS.—Bran and shorts are rather scarce due to the mills not operating. The demand is not heavy at this season.

WINNIPEG MARKETS

WINNIPEG, Aug. 6—The markets this week, in the way of actual changes, show very few, but lower prices are predicted on a number of lines. The sugar market is steady, but lower prices are named on corn syrup and starch this week. Higher prices are predicted for corn flakes. A strong market prevails in canned goods. Fine teas are reported scarce and the coffee market is still inclined to be weak. Black pepper is firmer and indications point to a strong market in rices. Fresh fruits are arriving freely and are selling well at strong figures.

Sugar Remains Steady

Winnipeg.

SUGAR.—The New York raw sugar market has shown considerable decline in the past eighteen days, and a further drop of $2.00 per hundredweight was reported this week. The Canadian market is firm and it is more likely to advance than decline. Western supplies are reported good, while the demand has been only fair. The Canada Sugar Refining Co. is carrying a stock of Redpath sugar at Brandon for distribution to local points.

Redpath, granulated, 100-lb. bag	....	25 05
St. Lawrence, gran., 100-lb. bag.	....	22 05
Atlantic, granulated, 100-lb. bag	....	25 05
Dominion, granulated, 100-lb. bag	....	25 05
Acadia, granulated, 100-lb. bag.	....	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55	24 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	25 60
Icing Sugar, 50-lb. boxes, per cwt.	....	25 70
Lump Sugar, soft, 100-lb. boxes.	....	25 80
Do., hard, 100-lb. boxes, per box	....	26 00
Cubes, 100-lb. boxes, per box	....	25 70

Corn Syrup Declines

Winnipeg.

CORN SYRUP.—Corn syrup declined 25 cents per case on 2 pound tins, and 30 cents per case on 5, 10, and 20 pound tins, in sympathy with the weakness shown by the Chicago corn market.

Molasses is reported very firm and supplies are arriving more freely.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	9 40
5-lb. tins, 1 doz. in case	....	11 25
10-lb. tins, ½ doz. in case	....	10 75
20-lb. tins, ¼ doz. in case	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch is Easier

Winnipeg.

STARCH.—During the week the starch market has shown weakness, declining half a cent per pound.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12
Do., No. 1 quality, 1-lb. pkgs.	....	0 13½
Gloss, 1-lb. pkgs., per lb.	....	0 14¼
Celluloid, 1-lb. pkg., per case	....	5 65

Cornflakes May Advance

Winnipeg.

PACKAGE GOODS. — All breakfast foods are on the advance. Manufacturers of all corn flakes have cancelled previous contracts, and all lines are expect-

ed to be higher around the first of the coming month. Under above conditions it is advisable not to overstock on cornmeal or barley. It is also predicted that flour will be down in price as well in the very near future. Macaroni is expected to drop, and it is good business to go easy on these commodities at present.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag.....	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag.....	....	1 56
Do., 10-8s, per bale.....	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag...	....	8 60
Do., 16-6s, per bale.....	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag.....	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Will Name New Prune Prices

Winnipeg.

DRIED FRUITS.—Last year's crop of prunes from the State of California, estimated around 260,000,000 pounds, is now nearing a clean up, fully 80 per cent. having been finally sold into the domestic markets. The new crop of prunes is estimated in the neighborhood of 200,000,000 pounds, but, as stated above, this estimate must be held subject to revision, the result of possible conditions that may maintain between this and the harvest.

Severe injury to peaches is reported and is doing great damage to peaches in the deciduous fruit section of San Bernardino County.

DRIED FRUIT

Evaporated Apples, per lb.....	....	0 20
Currants, 90-lb., per lb.....	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton ...	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Canned Goods Higher

Winnipeg.

CANNED GOODS.—Various prices on canned fruits, such as strawberries, rhubarb, and cherries have been named, according to the quality of the fruits. Canners are only putting up just the amount the trade requires. New prices on canned peas will be named very soon. British Columbia packers report a very poor haul of pilchards this year and, no doubt, this line is liable to be very scarce with upward tendencies.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Do., 2s, 2 doz. case	....	3 60
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Fine Teas Scarce

Winnipeg.

TEAS.—The primary market on Indian and Ceylon good quality tea has advanced somewhat considerably during the past two or three weeks. Lower quotations however, only cover the common grades of tea, due to the large accumulation of the same in London, on account of trade relations opening up between Europe and Asia.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality ...	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Continues Weak

Winnipeg.

COFFEES.—Rio coffee is lower than it has been for years. The demand for coffee has shown a decided improvement during the past week.

COFFEES—		
Santos, roasted, best grade	....	0 44
Bourbon, roasted, best grade...	....	0 45
Jamaica, roasted, best grade ...	....	0 52
Mexican, roasted, best grade...	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade....	....	0 56
Rio, roasted, best grade	0 28	0 29

Black Pepper Firmer

Winnipeg.

SPICES.—Black pepper is a little firmer this week, while cloves are slightly easier. Jamaica ginger remains very high and is very hard to procure.

Rice Market Firm

Winnipeg.

RICE.—Spot stocks of sago are firm, and the new crop will be expected on or around the middle of September. Prices, no doubt, will be lower on full deliveries.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags...	....	0 13½
Do., 50-lb. bags, lb.....	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb. ...	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

New Jams Are Slow

Winnipeg.

JAM.—Very few shipments of jam have been received from the eastern jam manufacturers. Mostly all that has been received are the lines put up by the California packers.

	Per tin	
Jams, Pure—		
Strawberry, 4s, 12 tins to case	1 35	1 50
Raspberry, 4s, 12 tins to case.	1 20	1 35
Black Currants, 4s, 12 tins to case	1 20	1 35
Blended—		
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Walnut Market Firmer

Winnipeg.

NUTS.—The almond market still remains weak and, owing to the unsettled state of the exchange it is difficult to form a clear idea of future developments. The walnut market is much firmer and very quiet at present. The primary market has increased considerably and higher prices are looked for. Spot stocks are pretty well cleaned up. There is nothing particularly developed in Brazils, but the prospects are only for a fair crop. Lower prices are not expected.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.		0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fruits Selling Well

Winnipeg.

FRUITS.—Fairly good shipments of nice quality raspberries and blueberries are arriving. Some nice British Colum-

bia cherries of the Lamberts and Bing varieties are now to be obtained and are being quoted at four to five dollars a case. Lemons remain steady, new early Washington apples can be procured at $5.00 per box and no doubt will be lower as more arrive. Blueberries are being quoted at $3.75 per basket.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	....	3 50
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	8 50	9 00
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	11 00
176s	....	10 00
150s	....	9 00
126s	....	8 00
New Apples, per box	....	5 00
Pears, Cal., per case	....	7 50
Raspberries, per case	....	7 50

Vegetables Plentiful

VEGETABLES. — Vegetable marrow made its first appearance on the market this week and is quoted at $1.50 to $2.00 per dozen. Manitoba ripe tomatoes have arrived and are being offered to the trade at 25 cents per pound. Good quantities of local vegetables are obtainable at much lower prices.

VEGETABLES		
Carrots, new, per lb.	....	0 06
Beets, new, per lb.	....	0 04
Turnips, new, per lb.	....	0 03
Leaf Lettuce, per doz.	....	0 30
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz.	....	3 50
Cabbage (new), per lb.	0 05	0 06
Potatoes (new), per lb.	0 04	0 04½
Onions (Cal. Bermuda sack), per sack	....	5 00
Peas, per lb.	....	0 10
Cauliflower, per doz.	....	2 50
Celery (B.C.), per doz.	....	0 11
Rhubarb, per lb.	....	0 03½
Tomatoes, per case	....	3 50
Head Lettuce, per doz.	....	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N. B., August 3.—Several advances are noted in the market this week. Business is reported good. Rolled oats after their slump last week jumped fifty cents to $13.50. Fresh eggs went up five cents a dozen, and case eggs eight cents; they are now quoted, fresh, at 60 to 65 cents; case, 58 to 60 cents. The butter market is also firmer, creamery selling at 60 to 65 cents, dairy, 55 to 60 cents, and tub, 50 to 55 cents. Canned corn of which stocks remain low advanced another 15 cents. The only reductions reported are in potatoes, which are coming in in fair quantities and selling at $3 a bushel. Lemons have declined, selling at $5 to $6 a case

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	5 10
Rolled oats	....	13 50
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 60	0 65
Do., case	0 58	0 60
Lard, pure, lb.	0 29½	0 30
Do., compound	0 27	0 27½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	3 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 3.—Rolled oats dropped 35 cents. Corn and laundry starches are down half a cent. Corn syrup in two's are 25 cents lower, other sizes are 30 cents a case lower. One brand of corn flakes has advanced 55 cents. Prices on others are withdrawn. Eggs are $15.50 to $16 for new pack. Wax and green beans, two's, are $4.60 to $4.85 a case. New early June peas are $4.50. One line of canned meat has dropped from $3.10 to $2.40 per dozen. Cooked ham, parowax and candles are all higher this week.

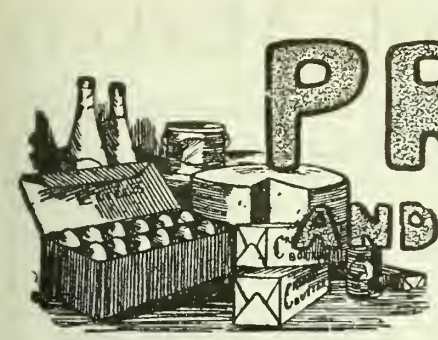
Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 45
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt	....	23 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	17 40	17 70
Eggs, new laid, local, case	15 50	16 00
Tomatoes, 2½s, standard, case	4 60	5 00
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½

Nova Scotia Markets

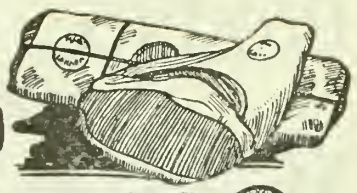
FROM HALIFAX, BY WIRE

Halifax, N.S., Aug. 3.—Market conditions are dull without much change for an early pick up seems to be general in wholesale business circles to-day. This condition is felt by nearly all the trades. Dairy and poultry products are the only lines which have registered any change. Cheese has declined one cent on the pound, reducing it to 30 cents. Creamery prints have taken another increase of one cent, bringing the price up to 63 cents a pound. Eggs have taken a three cent jump on the dozen, raising the price from 55 to 58 cents. California fruits are on the market selling by the crate at the following prices: peaches $3.25, plums $4.50, pears $7.00.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	6 25
Rolled Oats, per bag	....	7 25
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 31
Eggs, fresh, doz.	....	0 55
Lard, compound	....	0 29
Lard, pure, lb.	....	0 31
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 28
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 60	0 62
Do., dairy, per lb.	....	0 54
Do., tubs	....	0 52
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	5 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07
Cal. Peaches, crate	....	3 25
Cal. Plums, crate	....	4 50
Cal. Pears, crate	....	7 00



PRODUCE AND PROVISIONS



Buy Eggs on a Quality Basis

"Make All Purchases From the Producer and Not the Country Storekeeper or Anybody Else Who Deals in Eggs," Writes a Subscriber—Eight Crates Show 24 Dozen Bad Eggs

A SUBSCRIBER of Canadian Grocer writes re the elimination of bad eggs, and refers to the efforts of the Department of Agriculture in sending representatives to lecture to the farmers' clubs in regard to the same. "Will this be of any use?" he asks. How did it work when tried before? He believes that the price of eggs would be much higher if there were no bad eggs. At present he says that he is getting as many as two and as high as three dozen bad eggs to the case, which the producer must pay for.

Buy on Quality Basis

"Now what I would suggest is this," he continues. "Eggs should be bought on a quality basis from the producer and not from the country storekeeper, or anybody else who deals in eggs. It is hardly fair for a merchant to ask his customers for a refund on bad eggs, which were bought a couple of weeks before, and shipped to Montreal or some other place where they were candled and found to contain a number of bad eggs. People nowadays like to see for themselves, and we believe that the present way of handling eggs is very unsatisfactory to everyone concerned. The producer does not get what his eggs are really worth, and the merchant sometimes feels that he is not fairly dealt with by the commission men, while all this could be done away with, by having the government establish stations where eggs could be taken in and candled on certain days for different districts.

Asking Too Much of Merchants

"Some may ask the merchant to candle eggs, but anyone in the business knows that this would be asking too much, because in most cases they have not the time, and if one merchant would candle eggs he would find that the most eggs would be taken to the ones who didn't candle them. A certain commission man has repeatedly told me that eggs taken in from farmers on Saturday at his place of business are always better than eggs gathered by him at the different stores. But he candles the eggs and the producers know about it, so they naturally will take them some place where they will sell them all, if there is any question as to the quality. Returns for eight crates of eggs sold one week recently showed over 24 dozen bad ones."

THE APPLE PROSPECTS

In Lake Erie District Yield Will be From 50 to 80 Per Cent.

Apple prospects in Ontario are reviewed in a crop report of the Federal Fruit Branch as follows:

In the western section of the province the weather during the early part of June, generally speaking, was dry, but recent rains have greatly improved conditions. In Eastern Ontario the weather though cool, and the season backward has been favorable to good development. The one outstanding feature is that there is very little fungus in evidence on leaves or fruit, although in many sections the last few days have been favorable to its development. The following summaary of reports has been received:

Between Toronto and Hamilton, Duchess light, Wealthy good, Ribston and Blenheim fair to good, and Russet good. Where spraying has not been done fruit will be of very inferior quality.

Niagara District—Fair to good for all varieties.

Lake Erie District—Baldwins and Spies light in some sections including unsprayed orchards: summer and winter varieties will average about 50 per cent. of a full crop, fall varieties about 80 per cent.

Lambton—All varieties set well except the Baldwin in limited areas

Wyoming—Spy, Baldwin, Greening, Snow, Duchess among the best: fruit looks clean.

Ingersoll—Nearly all varieties of fall apples promise full crop. Spy and Baldwin probably 50 to 60 per cent.; other winters a full crop; quality and set of all varieties exceptionally good, even foliage on unsprayed orchards looks excellent at this writing. We look for more apples in this locality than for several years past and mostly of good quality.

STOCKING THE RIVERS

Ottawa.—The fisheries branch of the department of Marine and Fisheries, announce that the Manitoba Hatcheries have completed distribution of fry for the season, the total liberated numbering 226 446,850. Of these 25,353,600 were pickerel and the balance whitefish.

Showing the provision department in the store of Cochrane & Son, Amherst, N.S.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 3.—Produce markets are fairly active for some lines. Butter, cooked and cured meats, eggs and fish are all reported in good demand. Several commodities have changed in price, butter, lard, shortening and some lines of fish being lower, while eggs, live hogs, and old cheese are marked higher.

Picknickers and campers are using considerable quantities of fish, cured and cooked meats and eggs. Otherwise city trade is somewhat limited. There has been a fair run of hogs to the abattoirs, but of the receipts there is but a limited number of the select grades, and this is one of the contributory reasons for the advance on live and dressed hogs.

Hogs Advanced Cent

Montreal.

FRESH MEAT.—Under a fair demand, but principally owing to the fact that among the receipts from the country select hogs are scarce, prices have steadily advanced during the week, first a quarter, then a half and finally one cent a pound. The basis for select hogs is now 22 cents per pound. One authority stated that this fall would see a shortage of hogs, due to under production. Fresh beef is fairly steady, and lambs are unchanged, with demand fair.

FRESH MEATS

Hogs, live (selects)	....	0 22
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 31	0 31½
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42½
Loins (untrimmed)	....	0 38
Bone trimmings	....	0 30
Trimmed shoulders	0 26½	0 32
Untrimmed	....	0 28
Pork Sausage (pure)	....	0 26
Farmer Sausage	....	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 23	$0 30	..Hind quarters..	$0 28	$0 34
0 14	0 18	..Front quarters..	0 14	0 18
....	0 40	..... Loins	....	0 46
....	0 28	..... Ribs	....	0 32
....	0 18	.... Chucks	....	0 17
....	....	..... Hips	....	0 35
Calves (as to grade)			0 22	0 28
Spring lamb, carcass			....	0 32
Fresh sheep, carcass			0 22	0 30
Frozen lamb, carcass			....	0 32

Meat in Barrels Quiet

Montreal.

BARRELLED MEATS.—With the exception of what is going to manufacturers and camp trade, the sale of pork and beef in barrels is limited, as is to be expected in mid-summer. Prices are ruling fairly steady all around and the movement will perhaps be light for another few weeks, excepting for export.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Cured Meat For Resorts

Montreal.

CURED MEATS.—Demand has been active from the summer resort trade and will, it is expected, continue active during August and September. Bacon and hams are the favorites and these are selling freely and at well-maintained prices. The list holds without change.

BACON—		
Breakfast, best	0 49	0 59
Smoked Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Cooked Meats Favored

Montreal.

COOKED MEATS.—There is fairly active demand for cooked hams, tongues and pressed beef. These are available in ample quantities and the summer resort trade is that affording a brisk market for several varieties of meats which are in favor during the summer outing period. Prices remain steady.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Old Cheese Dearer

Montreal.

CHEESE.—Old make of cheese is reported scarce. The ageing process will take some time yet, jobbers state, so that for a few weeks this grade may be rather scarcer than it is now. Triplets are quoted down one cent to 29 cents, and fancy old up one cent at 36 cents per pound. The demand is just fair.

CHEESE—		
New, large, per lb.	0 30	0 30
Twins, per lb.	....	0 30
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 35	0 36
Quebec	0 30	0 31

Creamery Butter Lower

Montreal.

BUTTER.—A decline of one cent a pound has been recorded this week on creamery butter. This section of the country is experiencing a fair amount of trade, but in general sense trading is said to be quiet. Farmers are really very busy with haying and other pressing work and the labor situation is such that some cannot secure the outturn of butter that they desire. Dairy grade is said to be practically off the market.

BUTTER—		
Creamery prints, qual., new..	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Best Margarine Demanded

Montreal.

MARGARINE.—The better grades of margarine are in demand to a limited extent. There is little cheap stock available, according to the jobbing trade. Retailers are naturally buying in small lots to meet the needs of their trade, replenishing stock frequently. A few lots of uncolored are being offered and prices range from 35 to 40 cents per lb., with some of the jobbers.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Shortening Is Easier

Montreal.

SHORTENING.—The market is ruling easier and prices are actually lower this week with tierces quoted at 26¼ cents per lb. The movement is limited, and this is to be expected at this season of the year. Supplies are ample to meet this limited trade and it is doubtful if sales will greatly improve before well into September.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 26¼
Tubs, 50 lbs., per lb.	....	0 26½
Pails, 20 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	....	0 28

Lard Prices Reduced

Montreal.

LARD. — Quotations are lower this week on lard. Tierces are reduced to 28¼ cents per pound, and prints are quoted at 30 cents. The holiday season has had its effect on local trade, and with many away to country points there is a reduced demand from city householders. The basis, under this lesser demand, will perhaps not advance for the immediate present or near future.

LARD—		
Tierces, 360 lbs.	....	0 28¼
Tubs, 60 lbs.	....	0 28¾
Pails, 20 lbs.	....	0 29
Bricks	....	0 30

Campers Send For Fish

Montreal.

FISH.—The fish importers state that there is, at present, a fairly active sale for fish. Summer resorts are buying freely. "One proprietor sends in his truck for a big load of fish once a week," said a prominent fish man to Canadian Grocer this week. "There is a bigger trade with these people than ever before." Lake fish are scarce but will be freer it is expected with the opening of the season on August 15th. Halibut and salmon are arriving from the Pacific Coast, but prices on these are firming. Haddock and cod are plentiful at reasonable prices. Shrimps, bulk and shell oysters are quiet. Steak cod, mackerel, lobsters and shrimps are higher in price, while flounders and eels are lower.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 18
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60

Skate	....	0 12
Shrimps	....	0 50
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 26
Gaspereaux, each	....	0 05
Whitefish	....	0 18
Lake trout	....	0 24
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 24
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, Aug. 6—The produce and provision markets as far as Toronto is concerned are pretty much unchanged as compared with a week ago. Indications in the live-stock market this week point to easier prices for live stuff, but of course this has not yet been reflected in the meat quotations. Butter and eggs are unchanged, as are also lard and shortening. Smoked meats are very firm and cooked meats are holding at present levels.

Fresh Meats Steady

Toronto.

FRESH MEATS.—The market for fresh meats is practically steady as compared with a week ago. There is a tendency towards weakness in the live stock market, but this is not as yet reflected in the quotations of meats. Live hogs are selling around $19.75 per cwt. on the f.o.b. plan.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	....	21 00
Live, fed and watered, per cwt.	....	20 75
Live, f.o.b., per cwt.	....	19 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 40
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 42
Tenderloins, lb.	....	0 58
Spare ribs	....	0 17
Picnics, lb.	....	0 29
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Firm

Toronto.

HAMS AND BACON. — Slightly stronger prices are quoted by some houses this week, on smoked meats. Medium hams are selling at from 48 to 50 cents and heavy hams at 40 cents. Boneless bacon is quoted at from 60 to 64 cents per pound, with the rolled bringing from 68 to 69 cents.

Hams—		
Medium	0 48	0 50
Large, 20 to 25 lbs. each, lb.	....	0 44
Heavy, 25 lbs. upwards, lb.	0 39	0 40
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 68	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 41
Wiltshire, three-quarter cut	....	0 44
Wiltshire, middle	....	0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 26½	0 28½
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 31
Fat backs. 10 to 12 lbs.	0 25	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	47 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy	....	60 00
Lightweight	....	66 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Strong

Toronto.

COOKED MEATS.—The market in cooked meats is steady and strong. There is an active demand for the same, boiled ham being quoted at 66 cents per pound, and roast hams at from 63 to 65 cents per pound.

Boiled hams, lb.	....	0 66
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	....	0 18
Spice beef, lb.	....	0 32
Macaroni and cheese loaf, lb.	....	0 26
Above prices subject to daily fluctuations of the market.		

Eggs Holding Steady

Toronto.

EGGS.—The market for eggs this week is steady and strong, with fresh selected eggs bringing from 62 to 63 cents per dozen. Number one fresh eggs are 58 and 59 cents per dozen.

EGGS—		
Fresh, selects	0 62	0 63
Fresh	0 58	0 59
Fresh selects in cartons	....	0 65

Prices shown are subject to daily fluctuations of the market.

Butter is Unchanged

Toronto.

BUTTER.—No changes are reported in the market for butter this week. There is an active demand for creamery butter at from 60 to 62 cents per pound.

BUTTER—		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

Cheese is Easier

Toronto.

CHEESE.—Lower prices were paid last week on the boards for cheese, the prevailing price being 26 cents per lb. at the factory. Dealers are quoting large old cheese at from 33 to 34 cents, and the new cheese at from 30½ to 31 cents.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 30½	0 31
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Shortening is Firm

Toronto.

SHORTENING. — Some dealers are quoting shortening as high as 28 cents per pound, for the pound prints, and on the tierce basis at from 25 to 25½ cents per pound.

SHORTENING—		
1-lb. prints	0 27½	0 28
Tierces, 400 lbs.	0 25	0 25½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

Lard is Unchanged

Toronto.

LARD.—There is an active demand for lard, the pound prints selling at from 29 to 29½ cents, and on the tierce basis at from 26½ to 27 cents per pound.

1-lb. prints	0 29	0 29½
Tierces, 400 lbs.	0 26½	0 27
In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

Margarine is Steady

Toronto.

MARGARINE. — No changes are reported in prices of margarine. There is a moderate demand for the same, with quotations ruling steady and strong.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Active Demand for Fish

Toronto.

FISH. — The usual demand prevails for fish, with offering of most fresh fish ample for the inquiry. Chicken halibut continues to seli at from 18 to 19 cents per pound, and medium halibut at from 23 to 24 cents. Fresh whitefish is bringing from 18 to 19 cents per pound.

FRESH SEA FISH.

Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21

Do., Qualla	....	0 10½
Flounders	....	0 09½
Pike, round	....	0 08
Do., headless and dressed	....	0 09

SMOKED FISH

Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Demand for Poultry

Toronto.

POULTRY.—Receipts of poultry are fairly heavy these days, but the inquiry for the same is active. Prices show little change as compared with a week ago.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 27
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 30	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 35	0 40

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30
Do., light	0 28
Chickens, spring	0 55
Ducklings	0 40

WINNIPEG MARKETS

WINNIPEG, Aug. 6—There has been practically no change in the provision and produce market this week, with the exception of shortening, which dropped half a cent a pound. The hog market is ruling steady with ham and bacon and all varieties of cooked meats in good demand. The butter market is very firm and higher prices are being looked for. Cheese remains steady and is in good demand. Eggs are reported scarce with a tendency towards higher prices. Fresh salmon and halibut from the coast are not arriving very freely, but all other lines of fresh fish are in good demand.

Hog Market Steady

Winnipeg.

HOGS.—There has been practically no change in the hog market this week. Prices remain steady. Fresh beef from steers and heifers has declined about 2 cents a pound during the week. Fresh mutton and lamb remain firm.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 27
Front quarters, lb.	0 11	0 15
Whole carcass, god grade, lb.	0 15	0 21
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 22
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Hams and Bacon Steady

Winnipeg.

PROVISIONS. — Hams and bacons are very steady with a good demand. Prices remain unchanged.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—Cooked meats are in active demand and the demand is much greater than the supply.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Holds Firm

Winnipeg.

BUTTER.—Creamery butter is very firm with upward tendencies. Dairy butter supplies are arriving more freely.

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese in Good Demand

Winnipeg.

CHEESE. — There is a good demand for Ontario cheese, both large and twins. Shipments are coming through very slowly.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Shortening Declines

Winnipeg.

SHORTENING. — Shortening declined half a cent a pound this week. Pure lard remains steady.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails.	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	5 70
Do., tierces of 400 lbs., per lb.	....	0 26

Eggs Very Scarce

Winnipeg.

EGGS.—Eggs are reported very scarce and prices are soaring upward. Farm eggs are being offered at 60 cents per dozen while fresh candled eggs are receiving around 55 cents per dozen.

Fresh Salmon Scarce

Winnipeg.

FISH.—There has been a noted scarcity of fresh salmon and halibut from the coast this week. All other lines of fresh fish are arriving freely and the demand for the same is exceptionally good.

FRESH FISH

Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 17
Fresh Trout	....	0 22

FEWER FISH CAUGHT BUT VALUE IS LARGER

Ottawa.—Although the total catch of sea fish in Canada during the month of June was 22,104 cwt. less than in June, 1919, its total value was $567,518 greater. The monthly statement from the Fisheries Branch of the Marine Department shows that the total catch of sea fish in Canada during June of the present year was 832,916 cwt. as compared with 855,020 cwt. in June last year. The total value of the June catch at the point of landing this year was $3,586,776, as against $3,019,250 in June, 1919. The weather was generally favorable for fishing on the Atlantic coast, and operations proceeded without hindrance during the month. The catch of cod and haddock amounted to 395,800 cwt., as against 377,800 in June of last year. The weather on the Pacific was unfavorable, but, in spite of this, the catches of salmon, halibut and pilchards were considerably greater than those for June last year.

CREATIVE VS. DESTRUCTIVE COMPETITION

(Continued from page 32)

Here is a set of figures which one wholesale merchant had put on his desk on April 1st:

Total March sales	$295,593.77
Total accts. outstanding	222,198.77
March collection	295,481.61
Rebates and allowances	2,143.29
Discounts	1,481.89
Claims filed	785.98

Net rebate and allowances 46/100 per cent. of amount collected during March.

That indicates a pretty good plan for any merchant, for by it he can know a good deal about his business which it will be good for him to know.

It shows, for example, that his accounts outstanding are just short of 75 per cent. of his monthly sales.

It shows that his collections for the month practically equal his sales.

It shows exactly how his sales compare with other months.

It shows to what proportion of his business the item of allowances and rebates amounts to.

Here then is a business of nearly three and a half millions in which the accounts are turned every thirty days, on which at least one item usually serious to the jobber is reduced to a conservative figure.

This is merely an indication of how a little planning and system, coupled with a desire to know a lot about your own business, can be made give you plain facts. And it is a mighty useful thing for a business man to learn to look facts straight in the eye.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

For Your "Best" Trade

Merchants who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"
Brand
Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

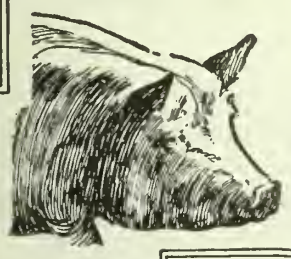
"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

Drop us a postcard for current prices if our traveller is not calling regularly.

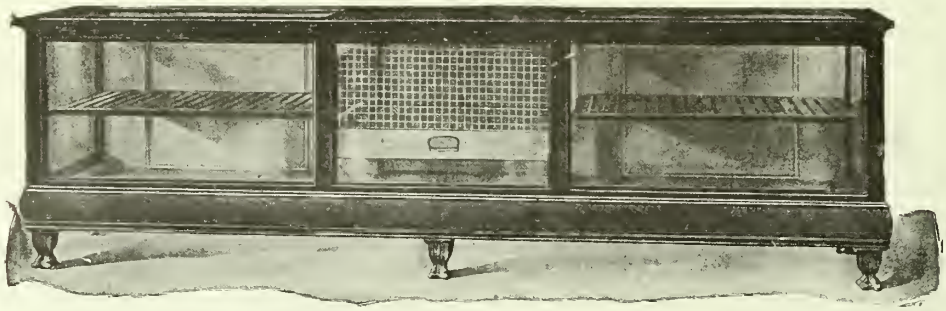
The William Davies Co., Limited
TORONTO

Montreal Hamilton



ARCTIC

REFRIGERATORS *for* GROCERY STORES



We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

John Hillock & Co., Limited

Office, Showrooms and Factory: 154 George St., Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.

H.A. COOKED MEATS

H·A BRAND

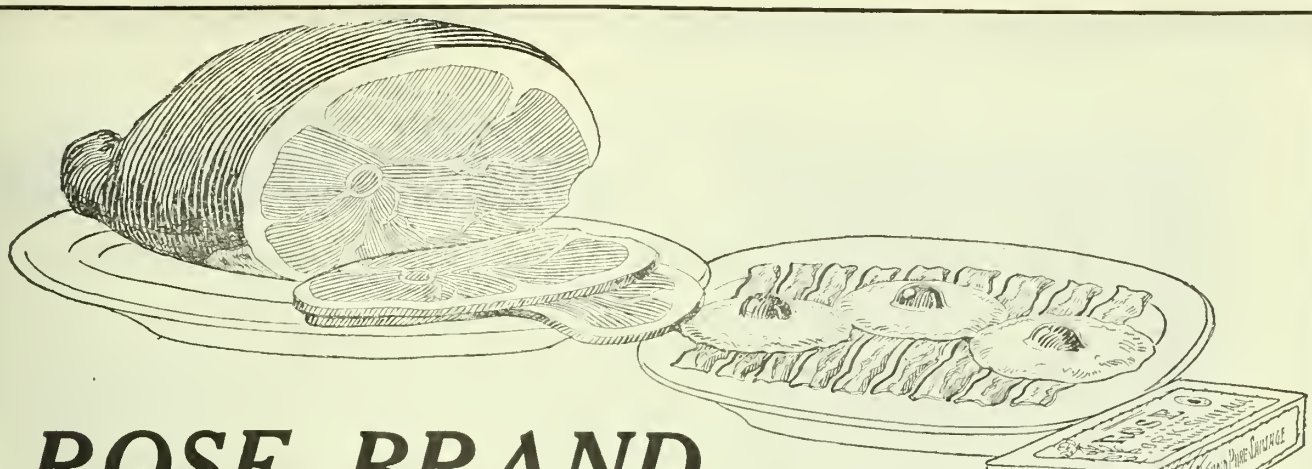
Offer your customers a tempting and appetizing line of tasty cooked meats for preparing wholesome warm weather meals that require no cooking.

Their fine appearance and excellent flavor make them repeaters and profit earners of the highest calibre.

Keep your stock of H. A. Cooked Meats well displayed.

THE HARRIS ABATTOIR COMPANY, Limited

TORONTO, CANADA



ROSE BRAND

Pure Foods Which Appeal to the Best Class of Trade

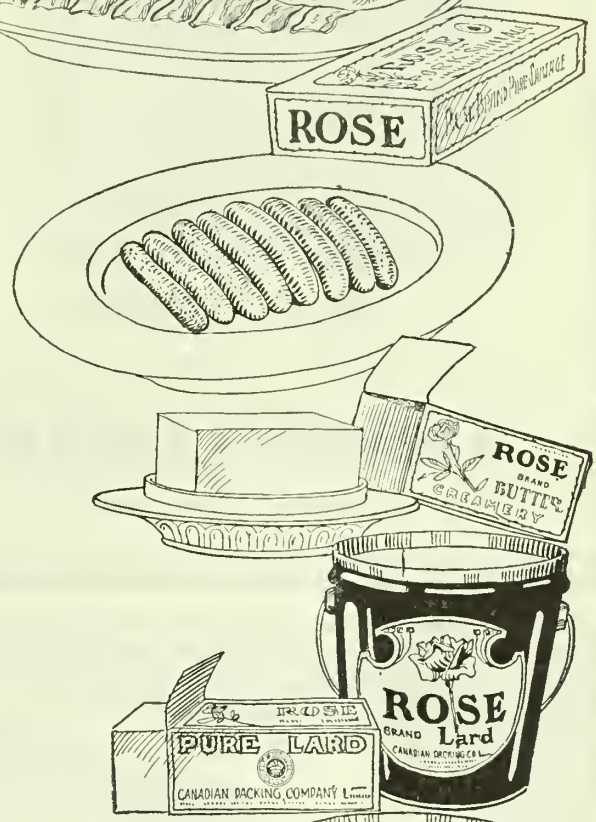
Rich—delicious—wholesome food products such as Rose Brand—cannot be prepared by haphazard processes or slipshod methods. Their distinctive flavors and high quality are due to the fact that they are the choicest of critically selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

To increase the demand for Rose Brand extensive advertising is being done in large dailies, weeklies and magazines throughout the country.

Large, beautifully colored hangers, show cards, window trims, etc.—which are a great asset to any store—have been prepared and will be sent free on request.

Our sincere and honest conviction is—that by selling Rose Brand products any purveyor can increase his pure food sales and greatly enhance the reputation of his store.

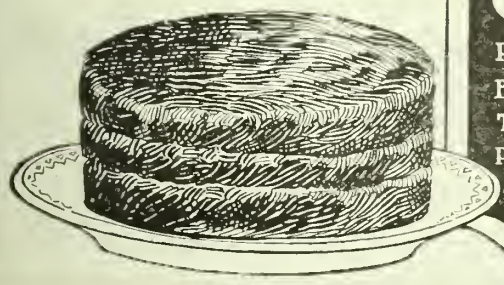
Rose Brand are choice products of an institution which for 67 years has been famous for the high quality of its foods.

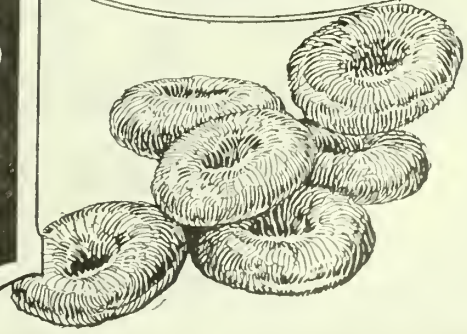


CPC

CANADIAN PACKING CO. LIMITED

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterborough	Sydney
Montreal	Charlottetown P.E.I.
Hull	Winnipeg Man.





"Satisfaction! Good grocers like to give it. Customers certainly expect it. Gunns Easifirst is a real satisfaction-giver. To test this, ask your wife to use it."

Phone Junction 3400
for your supplies

Gunns Limited
West Toronto

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Salt Plant, Windsor, Ontario

SALT - SALT - SALT

For whatever purpose Salt is required, the Canadian Salt Company products lead in quality and purity.

Windsor Table Salt
For general household use

Regal Table Salt
Free running - Sold in cartons

Windsor Dairy Salt

Windsor Cheese Salt

These salts have won the confidence of the public. Their reputation for reliability assures constant demand

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's
COFFEE
ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal

Answering promptly speeds up business

When you answer your telephone without delay the party calling gets the impression that you are eager and ready to serve him! This is good business and the habit is worth cultivating.

The general telephone service is improved when you answer promptly as the operator has to ring only once and can immediately attend to other calls.

To answer promptly also leaves your line open for more incoming calls which means more business.

Try it on your business!

The Bell Telephone Co. of Canada

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

Recommend LANKA for Iced Tea

LANKA makes especially good iced tea—goodness due to its wonderful richness of flavor and smoothness of body.

You should explain this to your customers and recommend it for this use. They will appreciate your thoughtfulness and compliment your judgment.

Arrange a tray of glasses and an iced tea jug on your counter backed by some LANKA Tea packages and you make a buying suggestion to all your customers.

Whatever you say about LANKA is backed by LANKA quality to the last word. Begin to display and recommend today.

WM. BRAID & COMPANY, Vancouver, Canada
Importers and Packers of Braid's Best Teas and Coffees

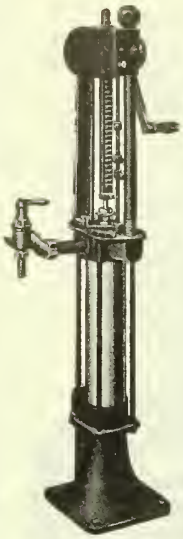
Your Customers' Reward

—will be satisfactory baking results after using BRODIE'S XXX Self-Raising Flour. Its superior quality for making delicious Pancakes, Muffins, Biscuits, etc., should be mentioned in your selling efforts —this is sure to bring results.

Order to-day from your wholesaler or jobber.

Brodie & Harvie, Limited
MONTREAL

Ontario Representatives: Chadwick & Co., Toronto.
Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.



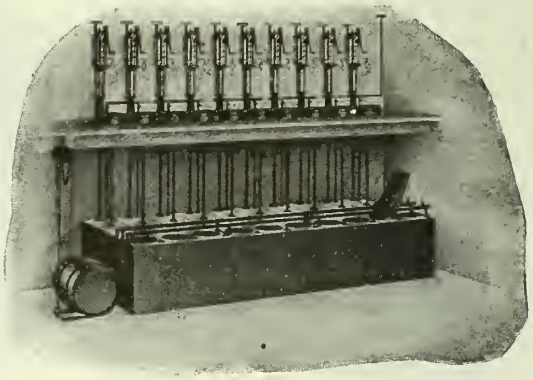
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centres

Representatives Everywhere

The Best Dye Under the Sun

The "Mid-Summer" Test

proves that Sunset color is FAST under most severe conditions. Sunset offers the widest range of beautiful colors—is clean—easy to use—sure in results.

Sunset Soap Dyes

Dye all fabrics—Cotton, Wool, Silk, Mixed Goods—in one dye bath—Heavy Goods as well as light, delicate material.

WINDOW CUT-OUT FREE—Size, 28x40 in.—Many striking colors. If you have not yet obtained a Sunset Window Cut-Out, and are willing to give the window space, write us at once. Address: NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada.

15¢

Prices and discounts from your jobber. or HAROLD F. RITCHIE & CO., LTD., Toronto, Canada.

Repeat Sunset Sales mean quick turnover and steadily increasing profits.

22 COLORS—ALL FAST.

MACDONALD'S Cut Brier SMOKING TOBACCO
MACDONAL Cut Brier Smoking Tobacco
1/12 lb. Package—15 Cents
Manufactured by W. C. MACDONALD, Reg'd Incorporated MONTREAL
MACDONALD'S BRITISH CONSOLS
In Tins containing ½lb 50¢
An Old Friend In a New Form
The Tobacco with a heart
MACDONALD'S BRITISH CONSOLS SMOKING TOBACCO
MACDONALD'S Cut Brier SMOKING TOBACCO
⅓ lb. Tin- 50 cts.
½ lb. Package-15 cts.
MACDONALD'S CUT SMOKING TOBACCOS
"The Tobacco with a heart"
Manufactured by W. C. MACDONALD, Reg'd MONTREAL

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's CUSTARD

sold in tins and cartons of handy shape and size.

Sole Agents

W. G. Patrick & Co., Ltd.

Toronto, Montreal
Winnipeg Halifax

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd , Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouve .

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

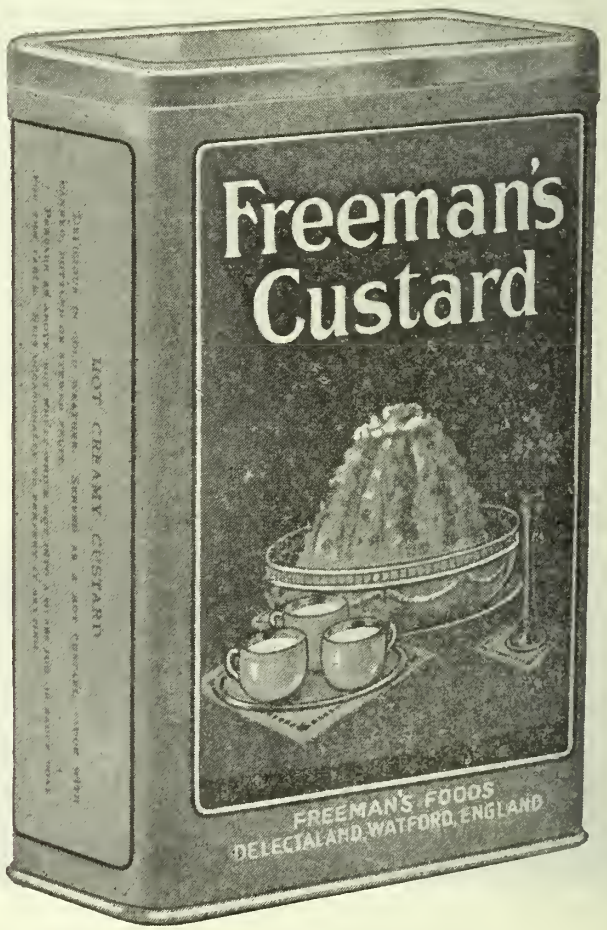
Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg



Why You Should Feature KING GEORGE'S NAVY

is worthy of your best recommendation

You needn't be ashamed or afraid to "boost" this fine, satisfying "chew." It will back up your very strongest claims, and so satisfy that steady repeat sales are certain.

Order a trial supply now.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, Toronto

ARM & HAMMER

"Arm & Hammer" Brand

—the handy way to sell

Sal Soda

Put up in cartons of 2½ pounds each

Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying.

Ask your wholesaler to send "Arm and Hammer" Brand then you'll be sure of satisfaction.

Church & Dwight, Ltd.

Montreal

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 323 Garry Street	Bowring Bros. & Co.	J.W. Gorham & Co.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL

Holidays Over

Our Salesmen who have been away enjoying themselves for the past couple of weeks will be out after business again next Monday, the Ninth of August, and will as usual have something to tell you about in connection with the Fall Campaign which is now fast approaching and promises to be quite interesting in many respects.

Prunes

For Prompt We Offer

Santa Clara	30/40	25s	27½
Santa Clara	40/50	25s	25½
Santa Clara	50/60	25s	22½
Santa Clara	60/70	25s	20
Santa Clara	70/80	25s	18
Santa Clara	80/90	25s	17
Santa Clara	90/100	25s	16

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

How About This For Profit?

A case of 3 dozen Mapleine laid down in your town costs $15.30. And this $15.30 investment clears *you* $6.30.
Pretty good, don't you think?

Mapleine

This maple-tasting flavoring is a real treat for maple loving people. Tell customers about the good things it holds in store for them and these 36 bottles will melt from your shelves.

It's money in your packet to stock Mapleine and display it. Order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-578

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.
AGENTS WANTED 9 Iberville St. Montreal

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B.
Chadwick & Co., Toronto, On

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATINE	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada. The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
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Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montrea.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 60
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

Pink Meats

OUR FIRST CAR CELEBRATED

Arizona Pink Meat Cantaloupes

WILL ARRIVE THIS WEEK

ALSO HEAVY ARRIVALS

California Pears, Grapes, Peaches and Plums

Georgia Elberta Peaches in 6 basket Crates

Large Red Eating Apples

White & Co., Ltd.
TORONTO

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son
Guelph ***Established 1861*** **Ontario**

Put Gold Dust packages where your customers can see them.

The shortest route to YOUR order pad

Gold Dust on your shelves in plain sight means Gold Dust on your order pad. Canadian women, after reading our advertising, need only see it to buy it.

Stocking this Canadian product means good profits for you and a rapid turnover from repeat sales.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

HOLBROOKS

Imported
WORCESTERSHIRE
SAUCE

Made and Bottled in England

A display of HOLBROOKS Imported WORCESTERSHIRE SAUCE on your counter will be a reminder to your customers—and profit for you. Recommended as a tasty sauce for meats, etc.

Try it!

Holbrooks, Ltd.

Toronto and Vancouver

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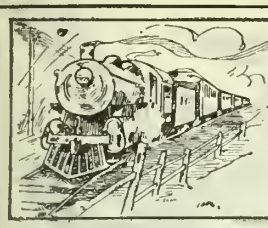
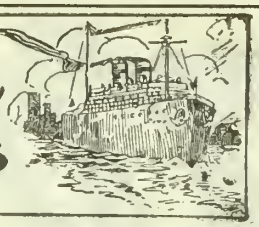


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

THE "WANT"AD

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

RAISINS WILL LIKELY BE HIGH

Prices on the new crop of California raisins are expected to be announced about the first of next week. These quotations are likely to be high, owing to the heavy requirements. It is stated that the price of 23 cents is being quoted for them at the coast. Hence it is quite evident that the prices that will have to be paid laid down here will be high, taking into consideration the adverse change situation and carrying charges. There is an unusually heavy demand for raisins in the United States from the wine manufacturers.

Business for Sale

I have a well-established family grocery and china business in one of the best manufacturing towns in Canada, which I wish to dispose of on account of ill health. Stock about $12,000. Turnover last year over $100,000. Wonderful opportunity for a real live grocer. If interested address—

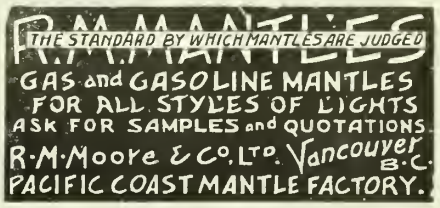
P. O. Box 273, Oshawa, Ont.

WANTED — GROCERY SALESMAN with experience and connection, Ontario and Quebec. Highest grade imported preserves, etc. Apply Box 212, Canadian Grocer, 143 University Ave., Toronto.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R·M·Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

REFINED SUGAR

PROMPT SHIPMENT

Write for Prices

JOHN GARVEY & SONS
Wholesale Grocers
LONDON, ONT.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

FOR SALE—GENERAL STORE IN COUNTRY village. Old-established business. No competition. Turnover 35 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

HEAD CLERK IN CHARGE OF LARGE GROcery store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

CLERK WANTED—YOUNG MAN 14 TO 17 years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

AGENCY—LARGE EXPORTERS, HIGH CLASS table delicacies, require energetic representative with first-class credentials for Canada. Liberal commission. Write Box "A.I.P.," c/o Davies Co., 23 Finch Lane, E.C. 3, London, Eng.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

FOR SALE

FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

St. John's, Nfld.

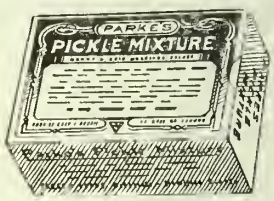
Reputation gained by long years of vigorous, conscientious and successful work.

C.A. B. Brown General Manager Western Canada
TORONTO

IN MAKING PICKLES

Instead of using spices, better results are obtained by using

PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well. No additional spices are required.

Retail Price 25c Package.
Wholesale Price $2.25 per doz. $27.00 per gross.

PARKE & PARKE, LIMITED
Macnab St. & Market Sq., Hamilton, Ont.

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

Suggestions

for Campers' Trade

It is not always convenient for campers to obtain a regular supply of fresh meat—nor have they the facilities for keeping it. That is why

Swift's Premium Ham

meets so many holiday requirements. It keeps well where fresh meat is impracticable, and provides a variety of delightful meals in handy form.

The most profitable way for you to handle hams is to *sell them whole*—this is also the most economical way for consumers to *buy them*—for they can *bake the butt, boil the shank,* and *broil or fry the centre slices*—without waste to them or you.

Make a prominent display of Swift's Premium Ham during the holiday season—it will pay you.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

80 Years Baking Better Biscuits!

Still Going Strong!

IT isn't many years back that a customer walked into a store and laconically asked for "a pound of pilot biscuits," and went away quite satisfied with the purchase.

And, truth to tell, "pilot biscuits" *were* pretty much alike in quality those days, differing only in size and thickness.

But the day eventually came when

HAMILTON'S ZEPHYR PILOT BISCUITS

were perfected as they now are. Here's a pilot that's different—better. Made with best creamery butter, thinner, flaky, more crispy and golden brown in color. Zephyr is the most palate-pleasing pilot of them all. Sales are growing nicely.

If you are looking for a real pilot biscuit for your trade—just write us.

C. J. HAMILTON & SONS

Baking Biscuits since 1840 PICTOU, N.S.

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, AUGUST 13, 1920 No. 33

The "After-Dinner" Candy, which is so irresistible that it has became one of the most popular confections for "between meals."

Pascall

CRÊME DE MENTHE

(NON-ALCOHOLIC)

The rapidly-growing custom is one or two Pascall Creme de Menthes immediately after dinner or lunch, and then another one or two more for the sheer pleasure of it.

Pascall Creme de Menthe possesses the true liqueur flavour and, while excellent as a sweetmeat, is valuable as a digestive.

Manufactured by Pascalls Limited, London, England.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation . Copy of Report will be sent on request to anyone interested.

When little daughter needs a new frock-
just wash the old one a new color!
Children's summer dresses usually fade before they wear out—you can make a dainty muslin last a long time past its usual life by giving it a fresh new color. It will take on any shade you may fancy, when you wash it with Aladdin Dye Soap.
When Mother wants a new Blouse---
Aladdin
DYE SOAP
Aladdin Dye Soap
Colors as it Cleans

A reproduction of one of a series of large Aladdin advertisements now appearing in daily newspapers from coast to coast.

"It's Safe to Count Your Sales Before They're Hatched"

where **ALADDIN DYE SOAP** sales are concerned. On the day you order one gross of Aladdin (and get a handsome revolving display stand free) it's safe to credit yourself on your books with the generous profit Aladdin will make for you. Because Aladdin Dye Soap is being advertised with huge space advertisements in daily newspapers from coast to coast. And—more important still, even the short time Aladdin Dye Soap has been on the market has proved to the feminine world that **The Aladdin** way of washing and dyeing fabrics is the quickest, safest, surest, simplest and most satisfactory way. Order a gross of Aladdin Dye Soap now and count on rapid turnover and good profits.

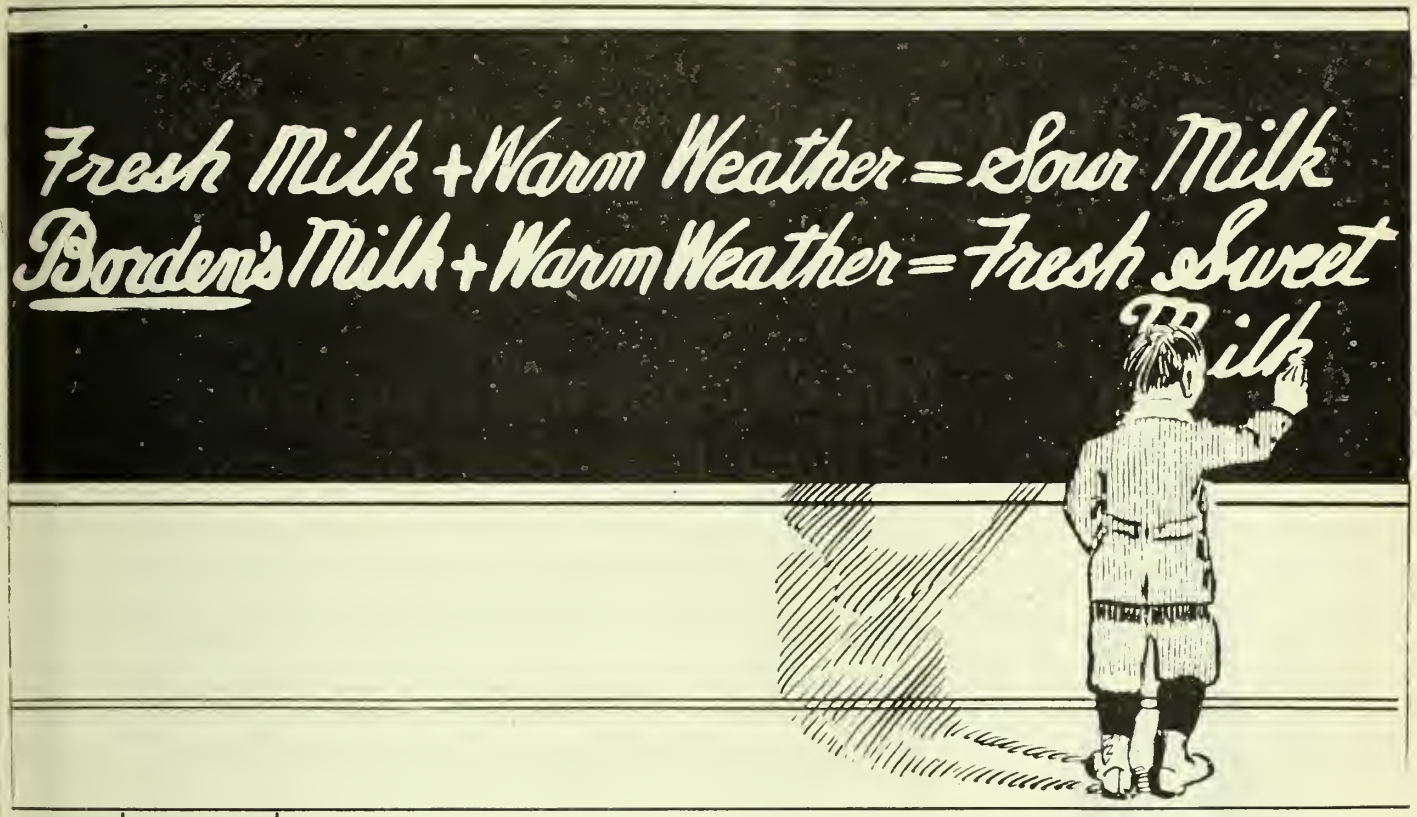
Order from your wholesaler

CHANNELL CHEMICAL CO., Limited
TORONTO

Distributors **Makers of O-Cedar Products**

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Here's the Answer to a Big Summer Milk Problem



Borden's Products—
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Borden's Malted Milk

SUMMER with its costly and inconvenient milk problems offers no terrors for the household where Borden's Milk is used.

Borden's Milk offers a most delightful and economical solution to the warm weather sour milk problem, and your customers will appreciate your suggestion if you tell them how it absolutely prevents waste and enables housewives, picnickers, campers and summer cottagers to have a fresh supply of pure, palatable, rich, creamy milk always on hand. Keep Borden's well displayed —it pays.

The Borden Co., Limited
Montreal

CLARK'S
TOMATO KETCHUP

NEW SEASON'S PACK

Mr. Grocer, will if anything be finer than ever this year.

Its popularity is unrivalled and its sale is limited only by the volume of the Tomato Crop.

If you wish to make sure of your supply, now is the time to order for Fall delivery. Ask your jobber for prices, etc., or drop us a line and we will give you all necessary information.

REMEMBER

CLARK'S products are QUALITY goods, are extensively *ADVERTISED* and have the REPUTATION.

Made In Canada—By Canadians

W. CLARK, LIMITED - MONTREAL

TO THE CANADIAN COFFEE INTERESTS

We aim to give you full 100% efficiency and service

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—IN ALL INSTANCES—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
J. T. PRICE & CO., Hamilton, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER. St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

KLIM

Pure Separated Milk In Powder Form

Will Not Sour or Spoil In Hot Weather

A convincing fact that makes KLIM a great favorite in summer. There is no waste. It does not require ice for cooling. KLIM is a dry powder—the food solids of pure pasteurized separated milk. KLIM in its dry state will keep sweet and fresh in the tin until entirely used.

When dissolved in water KLIM takes the form and taste of liquid separated milk and in this form it will turn sour, in time, just as any milk in liquid form sours. This natural action proves that KLIM is genuine, that it is only the solids of separated milk without added sweetener, adulterant or preservative.

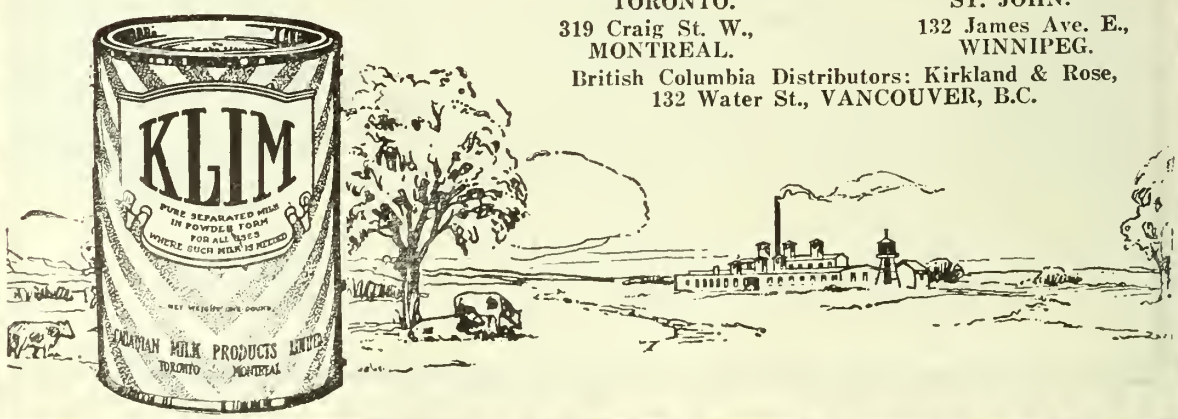
It can be changed into liquid form in a moment by simply whipping a quantity into water, and the supply for one meal or sufficient for a whole day can be prepared. Tell your customers to mix KLIM in small quantities just as it is needed. The KLIM remaining in the tin is always fresh and sweet—ready for use in cooking, for flavoring tea, coffee and cocoa and for all uses where separated milk is satisfactory. KLIM is convenient, economical, absolutely pure and dependable.

You should stock KLIM in the three sizes—half pound, pound and 10 pound tins. Customers usually start with the small sizes. Regular users buy the 10-pound tin for economy.

Order from wholesale Grocery Houses.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO.
319 Craig St. W., MONTREAL.
81 Prince William St. ST. JOHN.
132 James Ave. E., WINNIPEG.
British Columbia Distributors: Kirkland & Rose, 132 Water St., VANCOUVER, B.C.


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Display in window of The Warner Hardware Co., Minneapolis, Minn.

Build Up Your Profits With LIQUID VENEER

MADE IN CANADA

A Window Display Will Do Wonders!

You can make an unusually beautiful and attractive window display, full of bright colors and drawing power, which will greatly **increase sales** on Liquid Veneer and the wonderful Liquid Veneer Mop.

You know the **big margin of profit** on these sterling articles. You know the power of the steady advertising behind them. You know the unequalled high quality that has built their wonderful reputation.

Do you fully realize the big business you can do on these articles by giving them an occasional display? Send us the size of your window and we will furnish, **entirely free,** a handsome display that will be a credit to your window. State whether you carry Liquid Veneer Mops or not.

Buffalo Specialty Company

BUFFALO, N.Y. · BRIDGEBURG, ONT., CANADA

The old-Time Demand for

ENO'S FRUIT SALT

can now be met

MOST retailers are now aware of the fact that the difficulties which, for four or five years, restricted the supply of Eno's Fruit Salt have at last been removed or overcome.

We have been able to announce this pleasing news through our newspaper advertising to Eno users all over the country, and they have been quick to return to that health-giving aperient which has been the favorite of two generations.

The make-shifts and substitutes which attempted to take the place of Eno's, need no longer annoy you or your customers. The genuine "Fruit Salt" can now be obtained.

There is a great opportunity for you to get your share of this renewed demand —and particularly brisk is the market at this time of the year; for Eno's is a pleasant, healthful, and refreshing "pick-me-up" for the hot weather.

This summer season will see bigger sales than ever for Eno's. You can get your share by suggesting the genuine "Fruit Salt" to your customers, and by making prominent displays.

Made only by

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, Eng.

Sales Agents for North America:

HAROLD F. RITCHIE & CO., Ltd., 10 McCaul St., Toronto

CHARMS

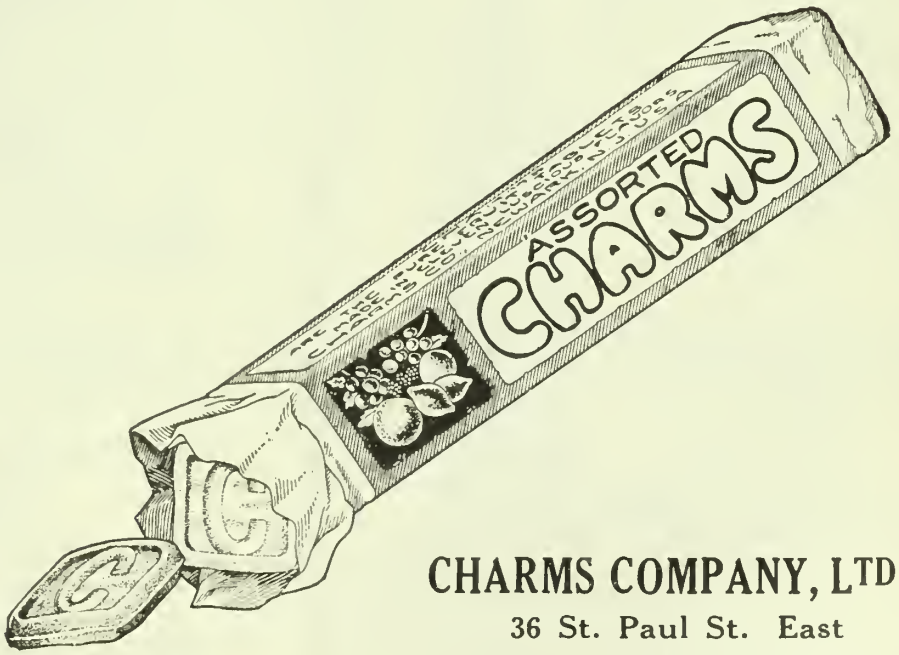
Eleven Luscious Flavors

Always have been and still continue to be the most superior and popular fruit candies in Canada.

Aggressive and dominant advertising in street cars and leading magazines, is creating an ever bigger demand for Charms.

Charms will be demanded from you by your customers—so send in your order to-day for the complete assortment of the eleven flavors, and reap your share of the profits.

LEMON
LIME
ORANGE
RASPBERRY
BUTTER
CLOVE
PEACH
GRAPE
W. CHERRY
HOREHOUND
ASSORTED



CHARMS COMPANY, LTD.
36 St. Paul St. East
MONTREAL, Canada

The World's Most Popular Soap

The next time you meet a wholesale grocer's salesman ask him to tell you about the tremendous demand for Palmolive. He will tell you how the powerful Palmolive advertising in Canadian and American magazines and newspapers is creating new users by the million.

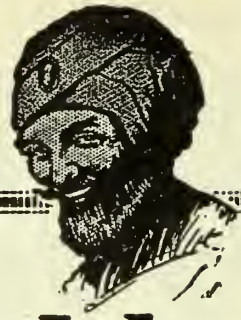
Palmolive is the soap that the wholesale grocer's salesman likes to sell best, because it is the best seller, because it is the most profitable for both wholesaler and retailer, because it never fails to make repeat sales.

Palmolive sales never slow down. They go on increasing steadily in every territory.

"Ask Any Wholesale Grocer's Salesman"

THE PALMOLIVE COMPANY OF CANADA, Limited
Toronto, Ontario

DIRECT SHIPPERS



Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Every EUREKA Refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

Eureka Refrigerator Co., Ltd.

Head Office **: Owen Sound**

Branches: **Toronto, Hamilton, Montreal, Calgary, Halifax**

Who Gets the Profits?
You—or a Competitor?

Thousands of grocers profit daily by Sun-maid advertising. We urge upon thirty-eight million housewives regularly the irresistible appeal of Sun-maid Raisins. Grocers in your vicinity who sell Sun-maid are getting a profit, of course. Are you one of them?

Display Sun-maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get your share of Sun-maid business.

Order from your jobber.

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)

California Associated Raisin Co.

Membership 10,000 Growers

Fresno, California

Growers and Shippers of America's only all-year nationally advertised brand of raisins.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 323 Garry Street	Bowring Bros. & Co.	J.W. Gorham & Co.

PURNELL'S

England's Best PURE MALT

VINEGAR, PICKLES & SAUCES

SPECIALITY **B V** FRUIT SAUCE

Have Stood the Test of Time

Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol,
ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

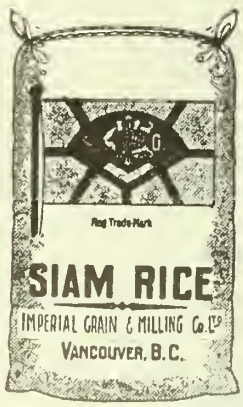
Quick Sellers are Profitable.

Gaston's CUSTARD

Sole Agents:
W. G. PATRICK & CO., Ltd.
Toronto Montreal

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manf.'s Agent
HEAD OFFICE: REGINA, SASK.
—PRITTY—is Energetic.
—PRITTY—is Dependable.
—PRITTY—is well known to the trade.
—PRITTY—is a 100 per cent. producer.
LET—PRITTY—represent you in SASKATCHEWAN

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C

EVERY MORSEL EDIBLE AND DELICIOUS

A customer does not begrudge the money necessary to properly prepare food for her table.

Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Invite Your Scotch Trade to try

Wallace's Herrings

It will probably create a steady call for them.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD OFFICE WINNIPEG — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Say you saw it in Canadian Grocer, it will identify you.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE LOGGIE, SONS & CO. SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

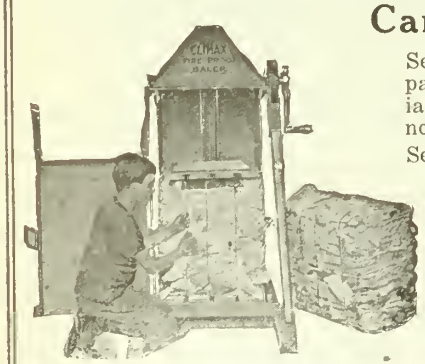
C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

Sell Your Waste Paper,
Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
229 Notre Dame Street West
Our Agents:
Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B
Chadwick & Co., Toronto, Ont.

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
85 St. Peter Street, - QUEBEC
I am buyer of Peas Beans of all kinds
Mail Samples and Prices

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
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O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
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For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
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AGENTS for QUALITY
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Successors to
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Belgo-Canadian Trading Co. Regd.
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Importers of BELL RICE, Dutch Cocoa and West Indian Products
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CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

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In Writing Advertisers Please Mention This Paper.

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

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MANUFACTURERS' AGENTS AND GROCERY BROKERS
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Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
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SMITH BROKERAGE CO., LTD.
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SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. Al references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouve..

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H Bain Co. Winnipeg

Vin Tonic

Sanator

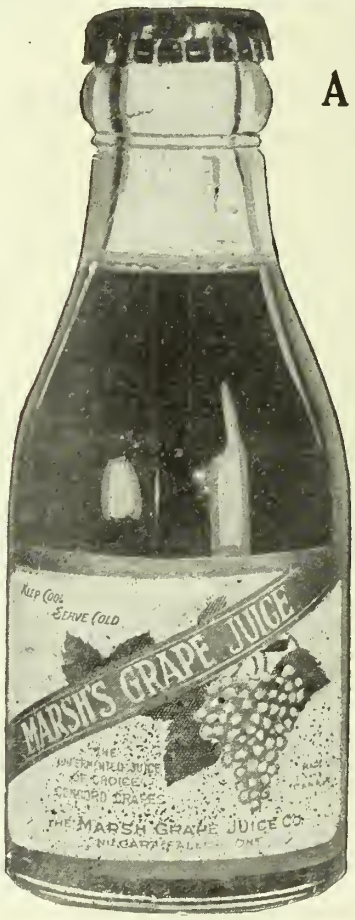
a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL



A Splendid Seller during this weather

—also the year 'round. Customers will find this as appetizing a drink as can be purchased on the market.

Bottles air-tight.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

PEARS — PEACHES — PLUMS

California Plums and Bartlett Pears, California and Georgia Peaches. Best Varieties. Now Arriving.

APPLES

Delaware Transparents and Early Williams in Hampers.
Domestic Early Varieties in Baskets.

TOMATOES—CUCUMBERS

Canadian Field Grown now more plentiful.

NEW CABBAGE, CARROTS, BEETS, BEANS

FINE QUALITY, CANADIAN NEW POTATOES

We Handle Every Kind of Domestic and Imported Fruit and Vegetables -- Fresh Arrivals Daily

Peters, Duncan, Limited

88 Front St. E., Toronto Branches: North Bay, Sudbury, Cobalt, Timmins

Summer Day Sales

"Anything else, Madam?—Some of O'Keefe's Ginger Ale?"

It is a Summer day. The suggestion is enough. "Madam" visions the cooling beverage in the refrigerator ready for hot weather guests, and orders accordingly.

The dealer who carries a complete stock of

O'Keefe's

sparkling brews and popular Soft Drinks in warm weather, is a wise man. And his tactful reminder of "Anything else?—Some of O'Keefe's refreshing beverages?" brings him many dollars profit.

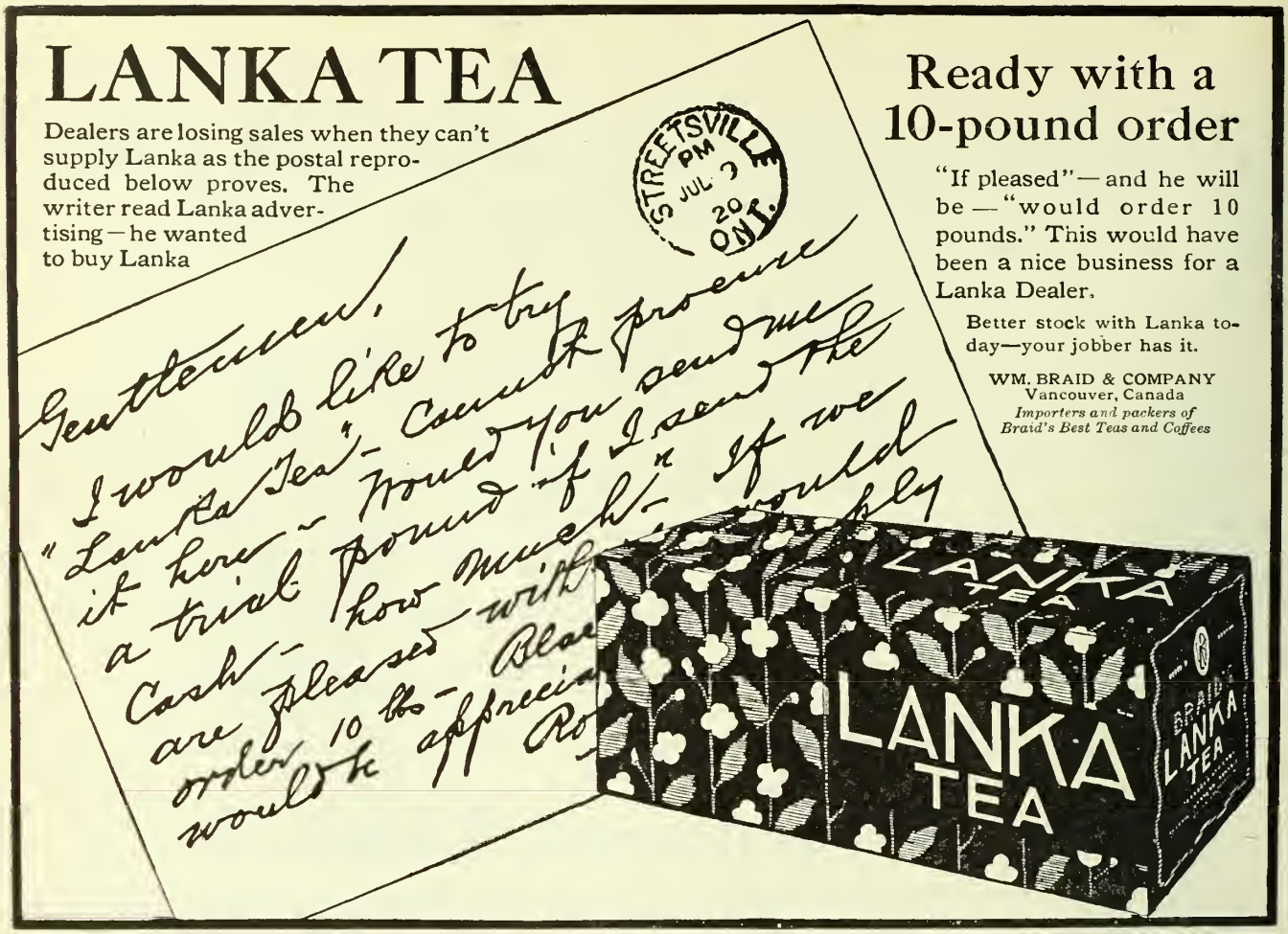
The following O'Keefe thirst-quenchers are favorites: Imperial Brews—Ale, Lager and Stout; Soft Drinks—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'KEEFE'S - TORONTO

PHONE MAIN 4202

LANKA TEA

Dealers are losing sales when they can't supply Lanka as the postal reproduced below proves. The writer read Lanka advertising—he wanted to buy Lanka



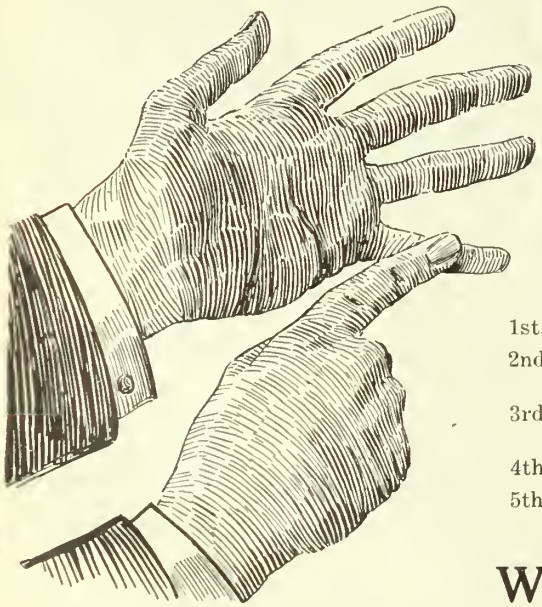
Ready with a 10-pound order

"If pleased"—and he will be—"would order 10 pounds." This would have been a nice business for a Lanka Dealer.

Better stock with Lanka today—your jobber has it.

WM. BRAID & COMPANY
Vancouver, Canada
Importers and packers of Braid's Best Teas and Coffees

Five good reasons for selling.....



White Swan Wheat Flakes

1st.—They are sold on a money-back guarantee.

2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.

3rd.—They are made in the incomparable **White Swan Way** from the highest grade Canadian Wheat.

4th.—They offer a real good profit margin.

5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

Your Prosperity and The Telephone System

IF your community is growing your business should grow also.

If your business is to grow it must keep in touch with the new people settling in your town or city.

If it is to keep in touch with these new people they must be able to communicate with you.

If they are to communicate with you by the easiest method they must have telephones.

Therefore it is to your interest to see that the new people settling in your city can get telephone service as they want it.

But if the Bell Telephone Company is to provide new telephone lines, new exchanges, new switchboards and new equipment—it must have new capital!

Its original capital is all invested in the plant.

Its Surplus and Reserve Fund is all invested in the plant.

If it is to get new capital it must hire it from investors. (Interest or dividends are merely hire.)

If it is to hire it from investors it must offer a high enough wage to make them willing to buy Bell Telephone securities.

If investors are to do this they must be shown that the Bell Telephone Business can pay as good "wages" as other investments equally safe!

But the Bell Telephone Company last year earned less than a fair return on its investment in telephone property!

How can it raise new capital by offering less than a fair return when so many attractive investments invite the man with capital.

How can it provide new telephones?

How can the new people in your city send orders to you over your telephones if they have no 'phones themselves?

Our problem is your problem. The solution lies in a readjustment of rates so as to yield this company higher revenues to ensure good service, to pay good wages and to attract new capital!

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

The Bell Telephone Company
of Canada

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

Shirriff's Jelly Powders are made by the manufacturers of the famous Shirriff's Marmalade.

Shirriff's

JELLY POWDER

Discriminating merchants have found that they can afford to sell only goods of proven merit. That is why Shirriff's Jelly Powder is prominently displayed in so many dealers' windows.

Try Shirriff's Jelly Powder yourself. Then you will realize why housewives INSIST on getting Shirriff's. Its refreshing, "natural" taste makes it a favorite wherever it's tried. No question about "repeats."

Full line of fine fruit flavors.

IMPERIAL EXTRACT COMPANY
TORONTO - - CANADA

Selling Agents for Canada
Harold F. Ritchie & Co., Limited
Toronto & Montreal

Wholesome and Satisfying

Our products can be counted upon to be always pure, wholesome and satisfying, and may be highly recommended to the most discriminating women.

This all-round good quality is bound to make them a constant seller, and a little display on your part will be a stepping-stone for your financial gain.

The Malcolm Condensing Co., Limited

ST. GEORGE ONTARIO

Feature convenience and keeping quality for hot weather.

SOMETHING NEW!

PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED

HAMILTON, CANADA

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

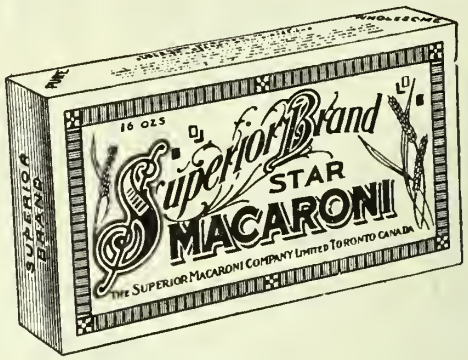
Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

High Food Value---Low Cost

If people really understood the Superior food value of Superior Macaroni it would take its place along with meat and eggs as the principal sustaining dish of the meal—and you would then, of course, sell far more than now.



Superior
BRAND
MACARONI

has, pound for pound, more food value than meat or eggs, it is more digestible and costs less than half the price of choice meat cuts. Superior Macaroni is made from the famous Western Canada hard wheat. Its superior flavor alone is enough to build up a big sale for you. Try a sample order.

Sole Selling Agents

Sainsbury Bros.
TORONTO
VANCOUVER WINNIPEG MONTREAL
HALIFAX

The Superior Macaroni Company Ltd., Toronto

You'll realize the Quality by the Profitable Returns

Brodies XXX Self-Raising Flour has been on the market for a good length of time and has earned a reputation for both the Merchant and Householder—it sells well and gives excellent baking results.

Order to-day!

BRODIE & HARVIE, LIMITED, MONTREAL

Ontario Representatives: Chadwick & Co., Toronto.
Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.

1,278,699 Pounds more

"SALADA"

Sold during the first seven months of 1920 than during the corresponding period of last year.

WHY ? this remarkable increase?

There's only one reason and that is because the public knows that in every SALADA packet there is genuine value and positive satisfaction.

SALADA TEA COMPANY OF CANADA, LIMITED

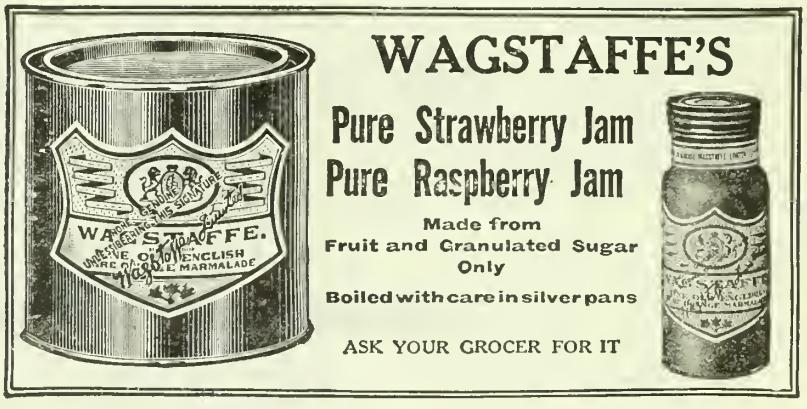
When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

When Moir's Chocolates are on your shelves you acquire at once a reputation for selling good chocolates. We endeavor to make the stocking of our chocolates good business policy for the three sides of the bargain—the maker, the retailer, and the consumer.

MOIR'S LIMITED
HALIFAX, N.S.

You Can't Match It with Bulk Teas

The flavor which makes Red Rose Tea popular is the result of experience and experiment. Red Rose experts do nothing else but keep the Red Rose blend true to standard. You can't match Red Rose flavor with bulk teas. Build your tea business solidly on Red Rose.

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton
St. John's, Nfld., and Portland, Maine

Do You Sell Mellow

"MELLOW" TRADE MARK FOOD PRODUCTS

Looms Large
in the Housewife's Estimation
for Lemon Pies

Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

MUSTARD

is a steady seller all the year round, but is particularly in demand during the *Summer*, when cold meats and salads are much in favor.

Your customers want either

COLMAN'S or KEEN'S Brand

No other will satisfy them.

Canadian Agents:

MAGOR, SON & CO., LIMITED, Montreal, Toronto

CHICKEN HADDIES

(Lily Brand)

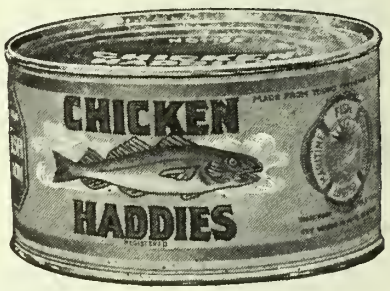
Mean More Money for the Dealer

The only natural substitute for meat is Fish—and of all the fish canned to-day Chicken Haddies are the most popular.

Great care is exercised in the packing of this zestful food. It is wrapped in a waxed parchment container, in a canning plant which is the perfection of cleanliness.

The new pack is ready for shipment now. They afford a good margin of profit and sell readily.

CHICKEN HADDIES REGISTERED



MAPLE LEAF BRAND CODFISH FLAKES REGISTERED

Packed at Canso, N. S., by the

MARITIME FISH CORPORATION
LIMITED

HEAD OFFICE
MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes.

CANADIAN GROCER

VOL. XXXIV TORONTO, AUGUST 13, 1920 No. 33

Trend of Sugar Dependent on Europe

British-European Competition for Cuban Raws Believed to be the Fundamental Base Line Which Ultimately Will Dictate the Trend of Cane Sugar Prices—Increase of Production of European Sugar Exceedingly Slow

THE Canadian sugar market continues unchanged, with present prices holding strong. Supplies appear to be ample for the demand, and one refiner told Canadian Grocer that there are considerable quantities of second-hand sugar being offered for sale, and until they were cleared up, he did not anticipate any change in the present situation. As regards the raw sugar market, there has not been any material change. Exports from Cuba show a decrease during the past week, only 10,753 tons coming to Canada. Up to July 31, the Cuban crop estimate was placed at 3,428,556 tons. Rain is still badly needed.

Hayden, Stone & Co., New York, in their weekly market letter, in speaking of the sugar situation, say:—

"At a time like the present when sentiment turns a ready ear to any plea or argument promising a reduction in price of the necessities of life, it is but natural that so conspicuously high priced a commodity as sugar should have considerable propaganda directed against it. A good deal of sentiment has been worked up in support of the theory that sugar prices in 1921 will be materially lower. It does not require any great amount of shrewdness to make the surmise that the immediate object of this propaganda may be to force down the selling price of the coming American crop of beet sugar. In a few weeks this crop will be coming to market. Some of it has been sold in advance. In the meantime hostility toward high prices has been accompanied by a decline in Cuban raws, which at 16 1-2 cents are 6 cents per pound under their extreme high. So large a portion—certainly 90 per cent.—of the Cuban crop has been sold that prevailing prices have little practical application. The next real test of the sugar markets of the United States will be afforded when the new beet crop begins to come through the mills.

Opening Prices for Next Year

"There is, however, an undoubted suspension of judgment in financial and speculative quarters as to the proportions of 1921 earnings of Cuban raw sugar producers. So much persistent propaganda has been able to accomplish. It will probably be November before actual selling of next crop Cuban raws is started in a large enough way to really measure the opening prices for next year. And four months in the present temper of speculators is a considerable period.

"There is, however, one fact which hasty generalizations about the trend toward lower prices overlook. The price of Cuban raws of 17 to 20 cents, which have recently prevailed, have little meaning so far as the average price at which the late crop was sold. For instance, Cuba cane sugar averaged about 10¼ cents for its 1920 crop; Punta Alegre about 11 cents; Cuban American about the same. Only one large producer, United Fruit, will get the higher average and this largely because its raws are passed through its own refinery and sold as granulated. In other words, if the Cuban sugar companies should sell their 1921 sugars at the 1920 average and escape the drought which cut their production 20 per cent. in the crop year now ending, they would make more money than in 1920.

"Consequently, in forming an estimate of the 1921 outlook a selling price of not over 12 cents should be borne in mind. It is not necessary to presuppose a continuance of 17 to 20 cent sugar to insure highly satisfactory 1921 results to Cuban colonos and Cuban sugar corporations.

Sugar Consumption Increase

"The sugar consumption of the United States has shown an abnormal increase so far in 1920. Competent authorities estimate this gain at between 15 and 20 per cent. It may slow down in the second half year, especially if unemployment increases and freight congestion still further ties up shipments to distributing centres. Meantime, the increase in production of European sugar is exceedingly slow. Germany in 1920 will make but 25 per cent. as much sugar as in 1914. Poland is importing sugar. Austria is importing. Only Belgium and France promise large 1921 increases and even the 35 to 40 per cent. gain in France will still leave it an importing sugar nation. Europe, excluding Russia, has increased its sugar production in 1920 by 13 per cent. It may do a little better in 1921, but until the German crop is back to 2,500,000 tons and until Germany and Austria and Hungary are supplying England with 70 per cent. to 80 per cent. of her sugar, the British-European competition for Cuban raws will not cease. This is believed to be the fundamental base line which ultimately will dictate the trend of cane sugar prices."

BIG YEAR FOR HAWAIIAN PINEAPPLES

The pineapple packers in Hawaii consider this year to be the biggest the industry has ever known. It is anticipated that 6,000,000 cases of pineapples will be packed during the year, daily deliveries already averaging about 65 carloads. The shipping situation is also developing to the satisfaction of the packers, and plenty of material for cans is on hand.

Raisins Are 21 Cents At Coast

Opening Prices Have Been Announced at a Greatly Increased Figure as Compared With Last Year—Will Cost Retailer Here Approximately 32 Cents Per Pound

AS was anticipated in previous issues of Canadian Grocer, the new prices on California raisins are much higher than a year ago. As Canadian Grocer goes to press it is learned that the opening price f.o.b. the coast is 21 cents per pound for seeded and seedless raisins. The quotation for muscatels is 24 cents per pound. With exchange as it is to-day, at approximately thirteen per cent., and the likelihood of an increase in freight rates, the price laid down in Toronto is considerably enhanced. Taking into account exchange at 13 per cent., and freight at the new rate, that is $1.75 per cwt. instead of $1.28 per cwt. a year ago, wholesalers state that they will not be able to quote raisins under 32 cents per pound. This is the highest figure that has ever been asked.

Raisins For Wine

There is a peculiar feature in the increased cost of dried fruits imported from California and the Southern States. It would not be expected that alcoholic appetite, particularly in the United States, would affect the price of raisins and currants to such an extent as to advance the initial cost in California almost ten cents per pound. Nevertheless, this is the case and the opening price on muscatel raisins this year is 24 cents. They have gone so far as to import raisins and currants from Canada and only last week a car and a half of raisins and some dates were shipped from Montreal to Buffalo ostensibly for this purpose. Canadian brokers are well satisfied with the trade since the exchange on American money increases the profit considerably. Nevertheless, this will result in higher prices on all dried fruits this fall and winter. Spot stocks are already higher and the new crop will be marketed at a figure which has not been current for some time.

New Jam Quotations Are Higher

Opening Prices This Year Show Considerable Gain Over Those of a Year Ago—Higher Costs of Sugar and Containers the Cause

OPENING prices on new jams are announced, and comparison with opening quotations in 1919 show very sharp increase. In fact, in some instances, on the 16-ounce jars, by the dozen, the price is more than one dollar higher. The gain in values is altogether due to the advancing costs of manufacture. The price of sugar is almost double what it was a year ago, and the market for containers is not only high but great difficulty has been experienced in securing sufficient supplies to handle the crop.

New prices for this year with partial quotations for 1919 are as follows:

	1920	1919
Strawberry, 16 oz., doz.	$5 65	$4 50
Do., 4s, doz.	1 50	1 15
Raspberry, 16 oz., doz.	5 65	4 50
Do., 4s, doz.	1 50	1 10
Black Currant, 16 oz., doz.	5 65	4 50
Do., 4s, doz.	1 50	1 10
Apricot, 16 oz., doz.	5 35	....
Do., 4s, doz.	1 43	0 90
Cherry, 16 oz., doz.	5 50	....
Do., 4s, doz.	1 47	....
Peach, 16 oz., doz.	4 80	....
Do., 4s, doz.	1 25	0 88
Plum, 16 oz., doz.	4 65	....
Do., 4s, doz.	1 20	....
Pear, 16 oz., doz.	4 80	....
Do., 4s, doz.	1 25	....
Gooseberry, 16 oz., doz.	5 35	....
Do., 4 oz., doz.	1 43	0 84
Red Currant 16 oz., doz.	5 50	3 45
Do., 4s, doz.	1 47	....
Blackberry, 16 oz., doz.	5 50	....
Do., 4s, doz.	1 47	....
Greengage, 16 oz., doz.	4 80	....
Do., 4s, doz.	1 25	....
Blueberry, 16 oz., doz.	4 80	....
Do., 4s, doz.	1 25	....

Make Showcards Attractive

A Showcard That is Warped or Bent Presents a Bad Appearance — Getting the Best Results

APPEARANCES count for everything in and about a store. The windows must be attractive and the interior also must be attractive. Of course, this is applicable, too, to the show cards. Unsightly cards or tags in a window will not draw business. If business comes it will be in spite of, rather than because of, such cards.

A showcard which is warped or bent presents a very bad appearance in the window, and warp it surely will unless it is of heavy stock, twelve ply or more. The heavy ply board is not always obtainable in the smaller towns, while the four and six-ply cardboard can be purchased even in the smallest towns.

Here is a scheme to overcome warping of the thinner cardboard. It requires but very little effort and will give a pleasing effect and prove most satisfactory and economical. The popular size cards for window display are 14 x 22 (one-half sheet) and 11 x 14 (one-quarter sheet). Smaller sizes than these are not so apt to curl up, and therefore need not be worried over.

For the larger cards, make a light frame the same size as the card. Any light material will do, as it is to be entirely covered. Have one support placed in the centre to keep the frame from becoming lopsided. A stick may be attached to this centre support with a little brass hinge, to hold the frame upright in the window.

After your show card is finished tack it on the face of the frame, using small upholsterers' tacks (or else glue it on). Then run a strip of passe-partout binding around the edges of the frame, lapping it over about one-half to one inch on the face of card. If the passe-partout binding is hard to obtain, cut strips of wallpaper two inches wide. Use this in place of the regular binding. These frames can be used many times and are well worth the bother and trouble to make.

Of all the new inventions for show card lettering, none can surpass the speed pen, which has come as a boon to facilitate lettering by hand. It is said to be the most practical, simple, and useful lettering tool on the market. Some of the new inventions sound very well in print, but when put to the test are an absolute failure.

The round writing pens and engrossing pens with the slanting points are intended for small lettering, as on price tags and on large show cards where much reading matter is required. These pens are not equipped with a reservoir and require frequent dipping in the ink bottle. No one ever thinks of making large letters with these small engrossing pens.

The speed pen, on the other hand, makes large letters both neatly and easily. It is made of best quality of flexible steel, requires no "breaking in," and will neither spread like a brush nor make irregular or ragged lines. Furthermore, it will not break under heavy pressure.

In general appearance the speed pen is like the ordinary steel pen, with these differences:

(1) Instead of the usual points, the nibs consist of two hemispherical, flat surfaces, with a fine split between them. Together they form a perfect circle, so that whenever the pen is placed on paper it produces a solid circle of ink or color, and if it be drawn along it makes a solid, uniform line with those porfectly rounded terminals so difficult to obtain with other lettering pens or drawing instruments.

(2) A reservoir is attached to each pen which holds sufficient ink to make several letters and renders frequent dipping in the ink bottle unnecessary.

Increases Sales of Coffee With Electric Grinder

Peterborough Grocer Claims That the Installation of an Electric Coffee Mill Secures Customers That He Otherwise Would Not Have

"Before I installed that coffee grinder, I wasn't selling twenty-five pounds of coffee in a year. My coffee sales were practically nil. Now I am selling more than twenty-five pounds every week."

Thus spoke James Juby, Charlotte Street, Peterborough, Ont., to Canadian Grocer recently, in commenting on the sale of coffee in his store. "The increase in my sales has long ago paid for the electric coffee mill," he added. "I am now getting customers for coffee that would never buy it from me before, and am retaining them. I had to start by asking them to take a pound home on trial, without charge, if it was not to their liking, but in the majority of instances it meant a permanent customer. An electric coffee mill permits of it being ground to the fineness desired by the particular customer, and this fact alone has meant a great deal in the way of increasing sales of coffee for me. There is no doubt that an electric grinder will do much in the way of boosting business in coffee."

Sound Systems for Figuring Turnovers; Actual Inventory Figures Do Not Always Show the Average Condition of the Stock

The Dealer's Problems Are Taken Up in the Following Article in a Way That Should Furnish Him With New Thoughts on the Value of Keeping Records, Particularly Now When Everything is So Uncertain in the Way of Buying and Selling.

NO matter how many dollars are put into a business, unless they are made to produce new profits they might better be left in the bank, or loaned on good security to some one who would pay the legal rate of interest. Idle dollars represent a continual loss, especially when they are tied up in stock that no one wants.

This fact, of course, is quite generally understood, but the difficulty lies in the fact that the druggist is not always able to tell when the dollar is idle and how to make it stick on the job. For the dollar is a quiet worker, and unless he has the right kind of assistance the grocer may not discover until it is too late that some portion of his capital has gone into retirement. There is only one sure way out of this and that is through figure records that tell everything that is done about the store during the day, how much stock is on hand; how much is tied up in accounts receivable; sales for the day, payments on account and expenses—in fact, every little detail that affects the profits the dollar should make.

The Folly of Overbuying

We are told by commercial agencies that at least 90 per cent. of dealers overbuy because they do not know how their stock is moving. They lack the records that should tell them when it is necessary to buy certain lines and when it is not. And right here it is well to say that a large proportion of failures are due to this glaring business fault.

Whenever a dealer invests his money in a certain line and sells out that line entirely, he has turned his investment once. Every time a turn is made a profit is made. It follows then that the more turnovers a dealer can pluck from his dollars the greater will the number of his profits be. Frequent turnovers, then, cannot be accomplished if a grocer is inclined to overbuy.

Consequently, it doesn't take much of an effort to show that a few dollars turned frequently will do more than many dollars that move slowly or dollars that do not move at all.

The number of times a year a stock of a business is turning may easily be figured by dividing the year's sales (figured at the cost of the goods) by the average value of the stock on hand during the year.

Safe Basis for Figuring

The cost value of goods sold last year in a certain store amounted to $50,000. The stock records showed that an average of $10,000 worth of goods was carried. Of course, there was more than this amount on hand sometimes, and less at others, but the average for the year—the only safe basis for figuring turnovers—was $10,000. This goes into $50,000 five times—or this business succeeded in making five complete turnovers.

Sales (at cost)	$50,000
Stock	10,000
Turnovers	5

There is another way of figuring turnovers that in many cases is equally satisfactory. That is, to take the total sales, at selling price, and divide by the retail value of the stock.

Sales (at selling price)	$75,000
Stock (at selling price)	15,000
Turnovers	5

A very natural mistake can be made—has been made—in some cases where a dealer takes his total sales at retail and his stock at cost and attempts to find the number of times his capital has turned. See what happens:

Sales (at retail)	$75,000
Stock (at cost)	10,000
Turnovers	7½

This is an easy way to make a few more stock turns, but it isn't worth much as an accurate reflection of the condition of the business. And figures like these must be accurate if they are worth anything at all.

Lets Supply Get Low

Another thing to be remembered is that actual inventory figures do not always show the average condition of stock. The wise manager lets his supply of goods get as close to the low water mark as he dares before taking inventory, so as to cut down the labor required. Where a stock record is kept, an average of value of goods on hand can be taken, which is more satisfactory for figuring turnovers than the inventory figures.

Can you tell definitely just how much hard, cold cash those show windows of yours will earn you every day, month, year? Here's a test that will accurately weigh their profit-making possibilities for you: Select goods that you are anxious to dispose of—preferably one line. Make a price on them so that they are a real bargain. Display them attractively in your show window with catchy cards contrasting the past and present prices. So as to be able to definitely check returns, do not advertise these particular goods in any other way. And then when these goods are sold, figure out the profit they made you at the bargain prices. Divide the amount by the number of days the goods were in the window, and the result will represent the earning power of your windows.

Exhibiting Manufacturers Are Interested in New Food Building

IN LAST week's issue the proposition of a new Food Building at the Canadian National Exhibition was discussed. Since that time Canadian Grocer has been in touch with a number of manufacturers, everyone of whom is interested in the matter. They include such firms as the Borden Co., Ltd., Wm. Davies Co., Ltd., Christie Brown Co., Swift Canadian Co., Gunns, Limited, Harris Abattoir, California Prune and Apricot Growers Inc., etc.

All these firms stated they would have a representative at a meeting called for the purpose of discussing plans and arrangements whereby the matter may be taken up with the directors of the Canadian National Exhibition. Canadian Grocer would like to hear from other manufacturers who exhibit their foodstuffs at the C.N.E., so that a date may be arranged for the meeting during the Exhibition. As one manufacturer stated, "there are few of the facilities that we require in the present Manufacturers' building. We want a food building and one that will not be used for any other purpose such as furs, dry goods, pianos, etc. We are very anxious that the matter be put through as quickly as possible."

The others interviewed spoke along the same lines. Canadian Grocer asks other manufacturers to write us at once stating they are interested so that a definite plan for a meeting may be decided upon.

When Sugar Sold at $200 a Pound

By W. McD. TAIT

IN these days of high prices for all the necessities of life there may be some comfort in the fact that, while such a common commodity as sugar is ranging around a quarter of a dollar a pound in price, there was one occasion at least on which it sold as high as $200 a pound. But the story is not mine; it is "Kootenai" Brown's, and I must let him tell it.

Brown, by the way, landed on the Pacific coast in 1862, and, after spending some years in San Francisco, Victoria and the Cariboo mining region of B. C., went into the interior to trade with Indians. This is his story of sugar at $200 a pound:

"I remember seeing an Indian pay $100 for a cup of sugar. We used to figure that two cups made a pound, so the redskin paid at the rate of $200 a pound for the stuff that sweetens tea.

"It was at Fort Berthold in the trading post of the North-West Trading Company, in the early days a great rival company of the Hudson's Bay Company. The store was in charge of an old Frenchman named Francois Manureire and trade was altogether with Indians. When this incident happened I was with Manureire, helping in the store because a big band of Indians, Unk-pa-pas (people of the dried meat) had come from the west and were camped not far from the store. These Indians were hostile, that is, they were at war with the United States Government and were making depredations on white people wherever they found them. Immigrants crossing the plains, travellers going to Pike's Peak and other mining localities were never safe when the Unk-pa-pas, with their chief, Sitting Bull, crossed their trail. They were robbed of everything they possessed, watches, rings, earrings, goods, horses, and money, and were usually killed.

"Well, these Unk-pa-pas came to trade, and, as I could understand and speak Sioux better than Manureire, I was helping the old man. One day in stalked a great tall Indian. He asked for sugar. Sugar was always in great demand with Indians because they did not use milk in tea, but were great for sweet things and used a lot of sugar in tea. The regular price at trading stores was usually a dollar a cup, but it was rarely ever paid in money, usually in furs.

"There were no paper bags in those days so the sugar was measured in a tin cup and the trader with the biggest thumb saved most of the sugar in dealing it out. The Indian buyer would spread the corner of his blanket on the counter or take off his head-rag and hold it by the corners and the sugar was dumped into it.

"When this Indian asked for sugar Manureire said to me:

"Tell him that the man that made sugar is dead and sugar is very scarce. But this man left a son who is a clever fellow and might be able to make sugar the same as his father. We can only give you one cup. What are you going to pay?

"The Unk-pa-pa answered, "I have a dollar in white man's money, in paper, and I'll pay you that."

"He then drew a paper bill from a pouch inside his blanket and planked it down on the counter. Manuriere swept it into the drawer without a smile; the Indian walked out with his cup of sugar; I stood with my mouth open waiting for the old man to say something.

"I have always had a quick eye, and as soon as the Indian put down the money I saw it was a one hundred dollar American bill. Manuriere evidently thought I had not noticed it, so after I had recovered from my astonishment, I said to the old trader:

"Pard, you made a nice haul, didn't you?"

"What haul?" he said.

"Oh, go long," I said, "didn't you get a hundred dollar bill for that cup of sugar? Now you put up two gallons of whiskey for your working boys and knock us all off for half a day so that we can have a time. If you don't I'll call that Unk-pa-pa back and you know what will happen.

"The Indian, of course, did not know that it was a hundred dollar bill. It was perhaps the first paper money he had ever handled and he had robbed a traveller to get it. Old Manureire knew what it was but he didn't tell the Unk-pa-pa.

"We got our whiskey and a holiday in which to get good and drunk, and Manureire got the hundred dollar bill for the cup of sugar."

Chain Stores Show Large Profits

S. S. Kresge Co., Detroit, Mich., is Now Operating 181 Stores—Offering New Issue of Gold Serial Notes

, The S. S. Kresge Company, Detroit, Mich., one of the largest chain store systems in the United States, is offering a new issue of seven per cent. serial gold notes, the entire issue amounting to $3,000,000. Figures indicating the development of this company are interesting. The business was first started in 1897, and the company has built its activities from a small beginning to 181 stores. The gross business of the company in 119 was $42,668,061 as compared in the first year of the organization, 1909, with $5,116,099. Net profits after federal taxes for the five years ended December 31, 1919, have averaged $1,852,951 per annum. Net profits after federal taxes for the year ended December 31, 1919, were $2,280,201.

The business of the Kresge Company is carried on largely in the state of Michigan, and consists of five and ten cent stores. A number of new stores has been added each year, until they now number over one hundred and eighty.

A GROCER'S LAMENT

When the top price of sugar is quoted
and the women have wavered and sighed,
When fruit is too dear for preserving,
and sealers are laid aside;
We shall rest (and faith we shall need it!), sit down for a minute or two,
Till the Board of Commerce questions
shall put us to work anew.

And those who've kept books shall be happy, they shall dream of a golden chair,
Where they count their cans of tomatoes
and never once tear their hair,
Where they have real goods to work on,
Libby's, Dominion and all;
They shall work for a week at a sitting
and never grow tired at all.

Yet few will there be to praise them,
the public will always blame,
(Though none of them get much money
and none of them get much fame!)
Each works for the joy of working, and
each in his separate store
Shall say the-thing-as-he-knows-it, to
the woman who always knows more.

HELEN E. ROBINSON.

CROPS WILL RECTIFY EXCHANGE SITUATION

W. C. Miller, Secretary of Ontario R.M.A., Returns From Tour of the West

W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association, returned to the city after an extensive tour of the West in going to and returning from the Dominion convention.

Mr. Miller found everyone wearing broad smiles. The merchants have had their worries lifted by the field prospects, and the farmers, he said, were declaring their crops would rectify the exchange situation and bring the Canadian dollar back to its rightful standard across the line.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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$70,000,000 A YEAR

THE effect of Canada's new luxury taxes is somewhat clearly shown in the excise tax figures now available. These taxes include luxury, sales, and manufacturers' tax, and already several millions have been added to the country's income. Collections from all sources of the Inland Revenue branch for July amounted to $9,982,051 as compared with $4,356,452 for the corresponding month of last year, or an increase of $5,525,599, which is more than 100 per cent. increase. On the excise tax side, the amount collected last month totalled $6,944,457, as compared with $969,299 for the same month last year. This is another abnormal increase which reflects the effects of this year's legislation. Now that the new taxes have been in force two or three months officials of the department estimate, on the basis of the figures quoted above, there will be an increase of approximately $70,000,000 within one year.

A REASON FOR LICENSES

A PROFESSED "merchant" of an Ontario village is endeavoring to conduct his business in such a way as to emulate the Hebrew of biblical history who sold his birthright for a mess of pottage. A recent advertisement by this dealer dealt with a clearing sale in which this statement appeared:—"All the above will be sold at a discount of 5 per cent. during the First Week in August; 10 per cent. during the Second Week and 15 per cent. during the Third Week. And 20 per cent. or no reasonable offer refused during the last week in August."

It is because there are so-called merchants of this type in business that legitimate retailers are calling for concerted action to have a closer scrutiny put upon those who wish to enter the trade. Practice of this kind not only reflects upon this individual but upon all other bona-fide retailers who are doing their best to serve the public. At the present time there is too much superficial sentiment against the retailer as the "root of the high price evil," and such indiscriminate and ridiculous advertising only tends to confirm in the public mind the idea that the retailer is making exorbitant profits when he can make such drastic reductions.

Cash and other special discounts are quite within the realm of judicious merchandising when applied by an intelligent retailer who knows enough to allow himself a fair margin of profit at all times. But the pyramiding of a scale of discounts ranging from 5 per cent. to 20 per cent., according to when the goods are bought, within a period of one month, concluding with the statement that no reasonable offer will be refused, tends to put modern merchandising methods in the category of the ridiculous.

DIRECT FROM WEST INDIES

SOME time ago Canadian Grocer, on one of its pages, mentioned that the Canadian Government Ocean Service was inaugurating a line direct from Canada to South America and the West Indies. The Canadian "Spinner," one of this fleet, arrived in Montreal this week with the first cargo from Brazil. Among this freight were 5,000 bags of coffee for a Montreal firm. This is the first time that coffee has come direct from Brazil to Canada. It has, in other times, been transferred from New York by rail. The cost will be cut down considerably since, once it is loaded in Brazil, it is not handled until unloaded at the dock in Montreal. Thus, freight charges by rail are saved from New York and also the exchange on the cost of handling at New York. It eliminates one handling of the cargo destined for Montreal and as a result the cost is cut down noticeably.

Some weeks ago there was an active discussion regarding preferential trade with the West Indies and this is an outcome since a direct line between Canada and these British possessions have begun, and we are now more intimately connected with our southern neighbors. It may be expected that this new service will cut down the cost of importation of many lines handled by the grocery trade.

Solving the Chain Store Problem

What One Association Has Done in Regard to the Question—Should the Grocer Speculate?

By Henry Johnson, Jr.

MY correspondent last week felt abused that the trade journals had discovered no remedy for the chain store "menace." I indicated that the remedy for any unfortunate condition must lie within the merchant himself. That is where all safeguards must come from. Only through our own exhaustive knowledge of our business, our own constant development along the lines of more complete knowledge and consequent enlightened practice, can we gain success.

I further indicated that there is no remedy for the chain store. It is a development of modern commerce and must be accepted and dealt with as such. The grocers' association of Los Angeles has done this. So far as I know, that is the first instance of the kind; but it is very interesting and may be exceedingly instructive. The outline of what happened there recently is as follows:

The Southern California Retail Grocers' Association was the original body. The Los Angeles Grocery Company is a wholesale grocery concern, organized along regular lines but owned and operated by some 250 independent grocery stores, individually owned. A time ago the owners of some of the larger of those stores were elected to offices in the association which gave them control thereof. Grocers not affiliated with the Los Angeles Grocery Company felt that thus this body of co-operating grocers had certain advantages over them and they withdrew and formed the Southwestern Grocers' Association.

There were thus two associations and the chain store interests besides, pulling three ways and nobody getting anywhere.

Harmony Effected Through Compromise

Now the three branches of the trade have got together and amalgamated into one body, retaining the original name of South California Retail Grocers' Association. This move was effected through the efforts mainly of two or three liberal-minded men among the chain operators. It has been concluded that the chains are there, growing daily. They are there to stay. They are just as legitimate as any other division of the business. As they grow in numbers and strength, they are sure to form associations of their own, among themselves, if not permitted to join those already operating.

It is common sense to know that there will be greater harmony and more mutual understanding if they are all together than if kept in separate camps. Obviously, too, the members of any association who meet regularly will learn from each other. Thus the chains being

HENRY JOHNSON, Jr.

in with the individual owners will help the individuals become better merchants.

A preliminary work was the drafting of a new set of by-laws and a tentative board of directors was chosen to effect this improvement. Three men from each of the old associations and three from the chain stores make up this board.

Commenting on the merger, the "Commercial Bulletin," of Los Angeles, says:

"Invitation of the chain stores to take an active part in the merger was extended after mature consideration as it was considered that their moral and financial support would be a material factor in promoting better conditions throughout the trade as a whole and that to include all divisions in the new organization would bring about a better merchandising. Much good should come from the amalgamation and the trade is to be congratulated for effecting the merger."

Plenty of Things Common to All

That is the right thought. The aim of all associated effort should be to promote conditions, common to all, under which each man can have an equal show for his white ally. There is not and cannot be room for special privilege. There can be no limitation on individual initiative. No spirit of repression will get anywhere. What is needed is to smooth the path for all. Then let him who is the fleetest of foot win the race. Competition that is untrammelled, that is restrained only by knowledge of the rules of business and the laws of economics, is the best regulator of trade practices.

As indicating where activity can be exercised in the interest of all, the first step of the new Los Angeles association is to take up the question of the payment of city licenses by grocers—something that has been a vexation and an inequitable burden on them for several years. This is a problem common to all. And there are plenty more of them. Such are the things to which associations should devote themselves exclusively.

To Speculate or Not to Speculate

Here are some inquiries which show what some merchants are thinking about:

Dear Sir:—What do you think sugar will be about when the Western refiners open up? Do you look for considerable lower prices than the present? Do you expect flour to remain quite high, about same as at present prices, when the new crop is on? Do you consider buying of futures on vegetables and California fruits advisable?

Surely it is hard to resist the syren song! It is so hard to turn away from the melody of the lorelei! We know, every mother's son of us, the solid principle of short stocks and quick turnover on a strictly merchandising basis; but we continue to be tempted by the thought: "But maybe I might hit it this time!" So most of us continue to carry heavy loads of stock we do not need and shall not be able to sell for months in the future, while our little, nimble-purchase neighbor makes sure money all around us.

So let us look about us a bit:

We know that things which go up generally come down. But we have been deceived to a certain extent by the delay in the readjustment of values. History tells us that immediately on the close of our "War of Sections," in 1865, prices took a big slump. We are surprised and confused because, following the close of the World War, there was not only no recession of values but an enhancement of them.

Size and Scope of the Two Struggles Compared

Our civil war affected only part of a single continent. Prices of food were practically unaffected abroad, so the readjustment was sudden and natural. But the war just closed affected the entire world, and the end of it actually led to greater demand for foods because then the ways to starving Europe were opened again.

Yet, as we sober down and get over the reaction which hit us after November 11, 1918, men will more generally settle down to the steady grind of work and women will begin again to save. Then values will settle again.

In face of this, does it not seem the most foolish thing in the world for men

Continued on page 36

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

McArel Bros.' department store was razed to the ground in a fire that visited Glace Bay, N. S., recently. The cause of the fire is unknown.

Quebec

The Dominion Sales Co., Montreal, have moved to larger premises at 223 Notre Dame St., W.

M. Girard, a member of Hudon Hebert & Co., wholesale grocery firm of Montreal, is away on his vacation this week.

Baines, Limited, Montreal, have again got their salesmen out on the road, following the big fire that destroyed their plant last year.

Smalls, Limited, Montreal, will soon be commencing to manufacture peanut butter and put up salted peanuts. Machinery is now being installed for this purpose.

J. E. Pollard, sales manager of Quaker Oats Co., in Montreal, is away on his vacation. Mr. Pollard motored to Peterborough, Ont.; from there he intends to motor to New York and back to Montreal.

H. M. Shepherd, of Shepherd-Mott Co., Montreal, is on a business trip to Toronto and Hamilton, to visit two of their principals — the Harry Horne Co and Wentworth Orchard Co., respectively.

Ontario

J. Slotinkuv, Linden, Man., has purchased Thompson's store in that town.

L. E. Thomas, of Scott and Thomas, Toronto, is in Chicago this week.

F. H. Southcott, of J. H. Wethey, Ltd., St. Catharines, Ont., spent a few days in Toronto this week on business.

Thomas P. Rumford, a merchant for many years in Georgetown, Ont., passed away in Guelph hospital last week. He was 55 years of age.

Scott and Thomas, manufacturing agents, Foy Building, Toronto, have been appointed Toronto representatives for all lines of J. H. Wethey, Ltd., St. Catharines, Ont.

The employees of the grocery department of the Robt. Simpson Co., Limited, Toronto, held their annual picnic at High Park last Saturday afternoon. An excellent program of sports and a baseball game provided plenty of amusement. A. Bogart, manager of the department, and W. Patterson, assistant manager, were present and assisted in making the day one of pleasure for all.

Forty bags of sugar were carried away by burglars who, during last week-end, entered the premises of Crighton & Co., 139 Peter Street, Toronto, through a coal chute. With sugar at $22 a bag, the quantity stolen was valued at $880.

In a fire that visited the village of Carp, Ont., last week, the Younghusband block, occupied by Alfred E. Younghusband, hardware and grocery store, and Austen C. Younghusband, dry goods store, ice cream parlor and dwellings, was badly damaged. Loss on building amounting to $15,000, and on stock $15,000, partly covered by insurance. George Bishop's grocery store was also destroyed, the loss amounting to $10,000.

Three youths entered the grocery store of J. Cielbaum, 228 Major Street, Toronto, and showed the grocer a revolver, demanding money. They took $25 in silver. They have not yet been apprehended.

LEVER BROTHERS' PICNIC

Lever Brothers, Limited, held their annual excursion last Monday at Wabasso Park, Hamilton, when upwards of 800 employes and friends made the trip. The picnic proved to be one of the most successful the firm has yet had. A large program of sports catered to all the employes and their friends, while the tug-of-war contests between the office and the works produced much rivalry. The baseball game also caused much excitement.

TWO SPECIMENS OF ALBINO SALMON

Ottawa.—Two specimens of albino spring salmon in good condition, and weighing about one pound and a half each, have been received by the Fisheries Branch of the Department of Marine and Fisheries from its hatcheries at Cowichan Lake, Vancouver Island. These fish are something of a curiosity, and have created considerable interest. It is stated that 180 albino fish, almost pure white in color, have been produced from colored eggs collected in October, 1916. Experiments are being carried on to discover whether these fish will reproduce without going to sea, and if so whether their progeny will exhibit the same lack of color. Proposed experiments will be watched with interest by scientists and fish culturists generally.

Advertising to be Censored

Retail Merchants' Association of St. John, N.B., Adopts Plan to Eliminate Useless Advertising Which Retailer Has Felt Obliged to Patronize.

THE Retail Merchants' Association of St. John, N.B., has adopted a plan to eliminate useless advertising. For two or three years there has been a constant drain on the pockets of the merchants by promoters of social affairs, who have pestered storekeepers with requests that they take up advertising space in programmes, etc. While the merchants were not opposed to helping out at times with a little financial assistance, the practice has become more or less of the nature of a hold-up, and it is very doubtful if the merchants get returns in proportion from this form of advertising scattered through the sixty pages of programme.

One merchant was forced to take a page or have his name spread among the members of the church as being a non-supporter of their organization. It can readily be seen that with social affairs occurring every week, and two or three times a week, that a large amount of money was absolutely wasted and the merchant put in such a position he could not help himself.

To cope with this situation the St. John branch of the Retail Merchants' Association has appointed a censor committee, and all members of the association have pledged themselves not to buy any space in any advertising scheme unless they were first submitted to the secretary of the association, who would in turn hand the application to the censor committee, who would not be known to the public.

If it is passed and endorsed by the committee, then the solicitor for the advertisement could go to the merchant but without a certificate showing that the scheme had been passed the merchant would decline to take space, and refer the canvassers to a card which hangs in his office, and reads:

'This firm is a member of the Retail Merchants' Association, and is not permitted to take space in any advertising scheme until such has first been passed by the censor committee of the association."

NEWS FROM WESTERN CANADA

WESTERN

Geo. Reed is discontinuing his grocery store at Edmonton.

Max Forman has discontinued his grocery store at Calgary.

Morris Gordon has opened a store at Calgary, stocking groceries.

N. S. Cohen has succeeded R. Kaplan in the grocery business at Winnipeg.

J. Ronalls has sold his grocery store at Brandon, Man., to J. McKelvie.

The Great Britain Grocery has commenced business at Edmonton, Alta.

R. D. Nairne & Co. have opened up a grocery business at Manitou, Man.

Sclater and Finlayson are selling out their grocery business at Forget, Sask.

There has been a change in the ownership of Economy Grocers, of Winnipeg.

W. Roberts Wood, who operated a grocery store at Calgary, is selling out.

J. Riballs has succeeded J. McKelvie in the grocery business at Brandon, Man.

H. Markham has sold his grocery business at Virden, Man., to Coster and Dundas.

E. Pollack has been succeeded in his grocery store at Winnipeg by S. Richman.

The partnership of the Western Cash Grocery Co., Winnipeg, has been dissolved.

R. N. Temple has taken over the grocery business of C. T. Lawrence, of Winnipeg.

The North-West Biscuit Co., at Edmonton, has increased its capital stock to $500,000.

Fred D. Jackson has taken over the grocery business of Christina Holland, of Winnipeg.

Bushfield and Platt have sold their grocery business at Nipawin, Sask., to Kent and Smith.

H. Cooperman & Son, operating a grocery store at Brandon, Man., have sold to F. Kasurak.

E. E. Beese, operating a confectionery and grocery store at Winnipeg, has sold out to K. Pearlman.

A. Bottan, grocer and confectioner, of Winnipeg, has disposed of his business to Muirhead and Brocks.

Little & Gettings are now operating the grocery store at Winnipeg, formerly owned by W. Bannister.

There has been a change in the ownership of the grocery business of Nelson & Co., of Brooking, Sask.

A. MacDonald & Co., Vancouver branch, recently held their annual picnic at Bowen Island. Everything went off with the snap that has characterized the MacDonald picnics in past years. The sports and "eats" were declared "non pareil" and what more need be said? Of course the day was declared a whole holiday. Among the outside visitors were Mr. and Mrs. Stark of Nelson, B.C.

Detroit Grocer on 43 Days' Fast

Adopts Drastic Treatment on Advice of a Physical Culturist—Weighs Only 83 Pounds

Detroit.—Tipping the scales at 83 pounds, the wasted frame of John Ronick, retired grocer, was taken from his apartments to the Receiving Hospital recently at the request of friends when they learned that he had not tasted food for 43 days. Weakly protesting, Ronick declared that he had adopted the drastic treatment on the advice of a physical culturist to rid himself of the effects of auto-intoxication.

"I have starved four times with excellent results," he explained. "Once for 19 days and two other times, once for 20 days and again for 39. I would have established a record of 45 days for myself if I had been left alone."

Occupants of the apartments in which Ronick remained said he had passed much time in bed during recent weeks. They said they had no reason to doubt that he had been fasting for 43 days.

Ronick said that craving for food usually left him after the eighth day of fasting. When he started his fast he reached 146 pounds. At the hospital he tipped the scales at 83 pounds, having lost a pound a day.

Travelers' Day at Prince Albert Fair

Eight Thousand People Attended, And the Success was Characteristic of the Organization

Prince Albert, Sask.—Travellers' Day at the Prince Albert Fair last week passed off with a spirit of vim and enthusiasm characteristic of an organization that knows what it wants and bends its energies to achieve its object. From the time the freak menagerie left the depot in the morning until the dance in the moonlight was over not a dull moment was experienced and the travellers' association is to be complimented upon its ability to arrange a good day.

The attendance at the fair during the afternoon attained large proportions and there must have been 8,000 present. The grandstand was filled to overflowing with an appreciative audience who applauded the racing and the stage performances offered for its amusement. A large audience unable to obtain seats on the stand contented itself by watching the performance from other points of vantage.

Fred. Ford was director of the operations, and great credit is due him and the travellers for the outstanding success.

Western Grocers Ltd., Employees Enjoy Picnic

Vancouver (Special). — The first annual picnic of the Western Grocers, Ltd., Vancouver, was held at Bowen Island. It was a good success. The entire treat was "on the house" and no employe put in an appearance around the warehouse during the day.

One of the regular Bowen Island campers told your representative that he thought there had been a very serious accident, as he saw a huge crowd gathered around one of the warehouse men who seemed to be in great pain. It was the Scotch race. The first prize was one that, though carefully wrapped up, caused the salesmen's mouths to water, and the teamsters' tongues to hang out. Such a race. All records were broken; it looked like a street scene in Los Angeles during a—a—FIRE. (We pretty nearly committed a Californian breach of etiquette and said earthquake.) About a neck ahead of this thirsty stampede raced Joe, from the warehouse; he even passed Hop Soon, the Chinese janitor. Joe got it. One look at the label and the crowd howled with glee. Joe tore off the tissue wrapper—he tore off the tin foil—some optimist produced a corkscrew and Joe regaled himself on—COLD TEA.

"Why, that greenish pallor?" we asked the buyer, W. D. Watson. "I won the pipe smoking contest," said Mr. Watson.

Everybody was enthusiastic about the whole thing, and everybody was practically laid up the next day on account of the strenuous exercise except the married ladies. They are used to shopping.

NO COMPLAINTS FOR THE BOARD OF COMMERCE

At a recent sitting in Winnipeg of the Board of Commerce, for the purpose of hearing complaints, no one appeared with a formal complaint. The only business that came before the board was a suggestion, made by a Winnipeg retailer, that an inquiry be made into prices being charged for sugar by Winnipeg wholesalers.

Captain White, chairman, stated that the board had ruled that refiners were to charge wholesalers 24 cents a pound plus freight and that retailers were allowed to make 2 cents profit on each pound sold to consumers. He said that the commissioners would make an investigation on their own account, although formal complaint had not been received.

COLLECTING TAX IN MANITOBA

Inspector of Inland Revenue in Winnipeg Planning Campaign Against Delinquent Firms—Prosecutions Are Being Contemplated.

ABOUT 1,500 persons or firms contributed approximately $175,000 in luxury and sales taxes to the Winnipeg branch of the Inland Revenue Department during June. To date this is the most definite report on the effect of the luxury tax in the Manitoba district.

What percentage 1,500 represented of the total persons or firms who should have submitted statements with cheques for the new taxes was not known by officials of the department. They could not even guess how much more should have been collected.

"The previous estimate of $1,000,000 of the $50,000,000 to be collected throughout Canada for the first year was very conservative," one official declared. "It should be much more, for where Manitoba will pay $1 for manufacturers' sales taxes, Quebec and Ontario will pay $5. But no one will be able to tell with any precision until the first six months' collections are in."

T. H. Verner, inspector of inland revenues, has set himself to the task of finding out how many defaulters to the new tax provisions there are in the district. He is compiling a list of firms who should collect taxes and will check this off with the list of those who paid.

Prosecutions are sure to follow the completion of the list, for with the most optimistic estimates less than 50 per cent. of merchants liable have paid up to the department, it is asserted.

CHAIN STORE PROBLEMS

Continued from page 33

to take chances? The sober, solid, sane and safe thing for every merchant everywhere is to unload by quietly selling down every item he has until he just has to buy again to replace current stocks—then to buy only what he can sell again within the time-limit of 30 days. That is the view of every man of long experience and wide vision.

If you want an important sidelight on this, take a trip throughout the country, as I have done it, and see what you see. The great states of Montana and North Dakota, as well as vast regions in Saskatchewan, were little better than deserts last year; and for Montana at least, it was the third consecutive crop failure. The country was burned up. Water from irrigation ditches even was restricted to those whose rights were filed prior to 1865! They could have water when any was to be had. Others could have none at all.

Earth Laughing in Riotous Abundance

This year you can begin at the edge of the desert, at Ogden, Utah. Thence you can travel to Butte; along the upper Missouri river to Great Falls; thence to Minot, North Dakota, past Devil's Lake to Grand Forks; then you can drive by auto 82 miles to Fargo; then travel across Minnesota to Minneapolis; then down through Wisconsin to Chicago and finally down through the wondrous prairie of Illinois.

All along that vast distance, through a territory the production possibilities of which are stupendous, beyond the limit of our comprehension, you will find every field replete with crops in the finest condition, many being garnered into immediate safety. The same may be said of the Canadian West.

The world was hungry, but America has given of her stores when they were not as great as now. Europe produced practically nothing, but to-day France is harvesting the most bountiful crop of wheat in her history. All is not yet normal by any means, but normality is returning. With it will come readjustment and sanity and the day of the speculator is apt to be one of sorrow and regret. Why should the grocer speculate when the jobber hesitates? There never is any good reason to carry excessive stocks. There is less than the usual absence of reason, if I may so put it, to-day. Buy all things as you need them in your business. Buy nothing otherwise. That is the soundest practice for you all.

W. W. Stroyan, of Stroyan-Dunwoody Co., Winnipeg, is at present on a business trip through the West, visiting Calgary and other Western points.

UNITED FARMERS' STORE AT INNISFAIL, ALTA.

The United Farmers of Alberta have opened a number of stores in the Province during the last year. These stores are not run as a chain of stores, but each town and district has its own association, and each association runs its own store, independently of the others. The growth of the U. F. O. idea in Alberta is an indication of what the independent retailer has to contend with in an agricultural country.

The accompanying picture is that of the Innisfail, Alta., U.F.O. co-operative association store. It was purchased by the Farmers' Association from G. W. West in March last, Mr. West having opened the first store in Innisfail, 29 years ago. It is stated that fully 75 per cent. of the farmers of the district trade at this store. The stock in this store comprises groceries, hardware, implements, ladies' wear, and dry goods. J. Saul is the manager. Previous to coming to Innisfail he had charge of a retail store in Calgary.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

CHANGES in the grocery markets are not numerous this week, although the announcement of prices on new peas and new jams is made at Toronto. Buying is not heavy, due, of course, to the holiday season. Quotations remain strong, and for the most part unchanged.

MONTREAL—The grocery markets are rather quiet with very little change. The future market appears to be gaining strength. Dried fruits will likely be dearer, while the price of raisins and currants has already strengthened considerably. Canned goods will likely be dearer when prices are announced shortly. Coffee may be cheaper in the Fall. The tea market is holding strong. Fruit and vegetables are in good supply and somewhat cheaper. Cornflakes are dearer. There is only a slight prospect for lower prices on flour.

Eggs are dearer this week with a diminishing supply. Butter is steady again after a slump and cheese is a cent a pound cheaper. Lard has dropped a fraction of a cent, as has also the price of fresh meats. A change in the price of some well-known jelly powders, essences and prepared foods may be looked for by the end of the month.

TORONTO—The feature of the grocery markets as far as Toronto is concerned is the announcement of the opening prices on canned peas, and also on new jams. In the case of the former, prices are lower than a year ago, but in the case of jams, the cost of sugar and containers has so affected values that opening quotations are considerably in advance of 1919. Quotations on cornflakes have been withdrawn temporarily. Corn syrups and starch are steady at the decline of last week. Canned goods with the exception of canned salmon are a bit quiet, but for salmon there is an active inquiry. The sugar market is firm, and the situation generally is much the same as a week ago. Dried fruits are practically unchanged. Citron peel is again offered, the market having been practically bare of the same for some time past. New prices are also named on lemon and orange peel. Teas are very strong, and coffees are unchanged.

In the produce market, prices are for the most part steady. Fresh meats and hams and bacon are all holding firm. Cheese is inclined to be easier. Eggs are slightly in advance of a week ago, and the butter market continues steady.

WINNIPEG—The usual summer period of uncertainty is being experienced. Western business conditions depend upon the coming wheat harvest. Rain, which has fallen during the week, makes the wheat prospects excellent. Wholesale prices remain firm with buying for immediate delivery fair. Buying for future delivery is very quiet. Mostly all retailers are trying to reduce their present stock. The trade in general is very optimistic and expect a big business season, just as soon as the crop has been harvested and sold.

The New York raw sugar market is somewhat easier. Refined prices in Canada remain steady. In view of the declining raw market the trade is buying very cautiously. Western banks are curtailing credits at the present time with a view of providing sufficient ready money to handle the coming harvest. All other lines of grocery commodities remain practically unchanged.

QUEBEC MARKETS

MONTREAL, Aug. 13.—Not much change is noted in markets here this week. The sugar market is a little uncertain at the present time, and there appears to be some difference of opinion as to the trend prices will take. The tea market is strong, and there is considerable speculation as to just what effect the situation in Russia will have on the market. The market in cornflakes is uncertain. Fruits and vegetables are arriving freely.

Future of Sugar Dubious

Mon'real.

SUGAR.—The price of sugar remains firm at the advanced level. There is a great deal of controversy with regard to the future of the sugar market. Some predict further advances as the supply of raw sugar now at hand is used up. Others claim that present prices exaggerate cost of production. The sugar refineries refuse to discuss the subject. What the future price of sugar will be is a matter of conjecture and the gen-

eral tone of the market, at the present time, is very strong.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated..	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Raisins Are Higher

Montreal.

DRIED FRUITS.—A peculiar and uncommon situation is mainly responsible for the very strong market on dried fruits, particularly currants, prunes and raisins at the present time. Spot stocks are stronger and in some cases dearer while the prices on the new crop open much higher than they did last year. An alcoholic appetite by some people, as explained in another part of this issue, has caused a big run on these lines and as long as this lasts the market will have an abnormal strength.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg..	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb..	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Canned Goods Uncertain

Montreal.

CANNED GOODS. — The new pack of canned goods will soon be on the market, and in some quarters it is predicted that prices will be practically the same as for the past season. The lower cost of fruit and vegetables this year is counterbalancing the high cost of packing, and as a result prices may be unchanged. On the other hand, some intimate that prices will be higher, arguing that the higher cost of sugar and manufacture is not accounted for by the price of the fruit and vegetables. This, however, will be determined very shortly when the new prices are figured.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50

Cornflakes Unsettled

Montreal.

PACKAGE GOODS. — There is no change this week in the price of package goods. There is a very fair demand for prepared cereals and the price of corn starch and prepared culinary starches has declined sharply. There is a peculiar situation with regard to corn flakes. The Battle Creek firm, of London, Ont., has advanced its price to $4.80 per case. The Kellogg firm, of Toronto, have withdrawn quotations, accepting only orders for price at date of shipment. The Quaker Oats Co. have held to the low prices and are still quoting $4.00. There is keen competition for the market. All this is taking place despite the fact that the corn market is much lower than it has been for some time. It is stated that the increased cost of cartons and packages is responsible for the higher prices. Since there is such keen competition for this market, it is safe to say that prices have been actually forced to advance.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Fodo (36 pkgs.)	....	12 50

Will Tea Be Affected?

Montreal.

TEAS.—The price of teas remains firm at the high levels that have been current for some time. There has been a quantity of old tea for the British Government stores launched on the Canadian market, but this, Canadian Grocer is informed, has not materially affected the market. The better grades of tea still demand the high prices. Since the alarm about more trouble with Russia has grown to noticeable proportions it has brought forward a question as to how a war with the country would affect the tea market. This may be premature but Russia offers a large market for tea and should this be cut off prices no doubt would reflect the change.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Future Nuts Higher

Montreal.

NUTS. — Although the sale on nuts is quiet at this season the market for next fall's supply has firmed up, and it is very likely that higher prices will have to be paid for the winter supply.

The new crop is demanding higher prices, but the cost of spot stocks as far as they go has not materially changed.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Rice Market Quiet

Montreal.

RICE.—There are no changes this week in the price of rices. The market is quiet and sales are rather slow during these summer months.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spice Market Quiet

Montreal.

SPICES.—The spice market is very quiet during the summer months as may be expected. The season will open towards the end of this month, when sales will be more brisk, and a more active market may be expected. At the present time the prices remain unchanged as quoted.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Molasses Still Low

Montreal.

MOLASSES.—The price of molasses remains unchanged this week after the decline of a week ago. This decline was evidently for the purpose of stimulating sales. The price of corn syrup, however, has declined on account of the weaker corn market and lower cost of raw material. The sales of corn syrup, Canadian Grocer is informed, have greatly increased on account of the high price of sugar.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	6 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Coffee May Be Lower

Montreal.

COFFEE AND COCOA. — The coffee market is steady at the present time but predictions are for a weaker market within the next two months. The primary markets are lower than they have been for some time. A change cannot be expected, however, within the next six weeks. Cocoa remains firm and unchanged with a fair demand.

Flour Prices Holding

Montreal.

FLOUR.—Although the wheat market has dropped considerably there is no change in the price of flour as yet. The price varies from $14.75 to $14.85 per barrel. If the wheat market continues weak, as it is at the present time, lower prices on flour may be expected but millers do not intimate that prices will change in the near future. If the western farmers do not amalgamate in the selling of wheat this fall there is hope that wheat will cost the millers less and consequently flour will be marketed at a lower price.

Vegetables Cheaper

Montreal.

VEGETABLES.—There was a very large market this week on Bonsecours in Montreal where Canadian vegetables were in abundance. Farmers report a very good crop in this district and are bringing their produce to the city themselves in quantities which indicate that the market is freer than it has been for some time. This is a healthy condition of affairs and more produce finds its way to the city through this channel than in any other way. Prices are not so rigidly set. New corn is cheaper this week and carrots are in good supply. Potatoes are also cheaper and can be bought for $2.25 per bag. Cucumbers have dropped to 25 cents per dozen and are sold also by the basket.

Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	0 25
Cabbage, Montreal, doz.	0 75	1 00
Chicory, doz.	....	0 50
Carrots, doz.	....	0 40
Corn, cob, per doz.	0 25	0 30
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	....	2 25
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal, Tomatoes, lb.	0 10	0 15

Fruit In Good Supply

Montreal.

FRUITS.—The fruit market is well stocked this week. Canadian apples are in good supply and peaches, plums, and pears are in equally good supply and in good demand. Prices are lower on peaches and plums this week while cherries are also lower. Peaches are selling at three dollars a box. Watermelons are a little dearer this week, the supply is not as plentiful as it has been.

Apples, early, basket	....	3 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	0 75	1 50
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	6 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	9 50
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Peaches, box	....	3 00
Plums, crate	....	4 50
Canteloupes, crate	....	3 50
Blueberries, box (Lake St. John)	....	3 50

ONTARIO MARKETS

TORONTO, Aug. 13.—The markets in groceries this week are generally strong, with one or two exceptions. New prices on peas are lower than the opening prices a year ago. On the other hand, opening prices on jams are higher. The sugar market is steady and strong, and corn syrups are steady at the decline of last week.

Sugar Prices Steady

Toronto.

SUGAR.—No change is reported in sugar quotations this week. The market is stationary and strong, and refiners state there is nothing to indicate any immediate decline. One refiner told the Canadian Grocer that there were a lot of second-hand sugars floating around, that were being offered at various prices, and until they were absorbed, there was not much likelihood of any decline or advance in prices. Cuban production up to the end of July is reported at 3,428,556 tons. Five centrals are working as compared with six at the same time last year. Rain is still badly needed.

St. Lawrence, extra granulated, cwt.....	24 21
Atlantic, extra granulated	24 21
Acadia Sugar Refinery, extra granulated	24 21
Dom. Sugar Refinery, extra granulated..	24 21
Canada Sugar Refinery, granulated.....	24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Unchanged

Toronto.

CORN SYRUPS AND MOLASSES.—The market for corn syrups is unchanged at the reduction announced last week. Prices are still inclined to be weak in view of the weakness that has characterized the Chicago corn market. No changes are reported in prices of molasses, and demand for the same is only moderate.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 90
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 63
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cornflakes Not Quoted

Toronto.

PACKAGE GOODS.—The situation in package lines is for the most part very strong. The feature of the market is the withdrawal of prices of cornflakes. One manufacturer advanced his quotation to $4.80 per case last week, but both companies have now withdrawn quotations. Rolled oats are strong and steady. Corn is firm at the decline of half a cent per pound last week.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 80
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case.....	....	4 80
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters.....	....	0 16
Do., in 6-lb. wood boxes.....	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Rolled Oats Lower

Toronto.

CEREALS.—One wholesaler is quoting rolled oats in bags of 90 pounds as low as $6. This is really under the market figure, as $6.50 is being asked by some dealers. The market in cereals is otherwise unchanged, and demand for the same is fairly active.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	6 00	6 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

New Prices on Peas

Toronto.

CANNED GOODS.—New prices on standard canned peas are announced this week. They are lower as compared with opening quotations a year ago, and are considerably lower than prices for last year's crop at the close of the season. Standard peas are quoted at $1.90 per dozen. Wholesalers have not yet announced their prices on early June and sweet wrinkle peas, although it is exepcted that they, too, will be lower than a year ago. It is not likely that there will be a price on extra sifted, as the crop was only a ten per cent. one. New prices on jam are also announced in this week's issue, and are higher than ruling quotations on old jams. In fact available supplies of old jams in dealers' hands have been very small, and some have been entirely cleaned out.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	....	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz. ...	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz....	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz....	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.....	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.....	....	5 65
Do., 4s, each	....	1 50

Peels Are Higher

Toronto.

DRIED FRUITS.—Prices on the new crop of California raisins have not yet been announced. As stated previously, these quotations are likely to be high, and may mean from 35 to 40 cents for packaged raisins. There has been almost a bare market in citron peel, but this week dealers are quoting it at 80 cents per pound. New lemon peel is also quoted higher at 48 cents per pound and orange peel is offered at 50 cents per pound. Grecian currants are advancing in price, and recent quotations show prices fully twelve shillings higher per cwt. The crop is estimated at 90,000 tons, that is, a two-thirds crop. Amalia currants are quoted here at from 18 1-2 cents to 19 cents per pound.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s....	....	4 55
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.....	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case....	....	7 25
Fard, per box, 12 to 13 lbs.....	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28

50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Spices Unchanged

Toronto.

SPICES.—No changes are reported in quotations on spices. The market is generally strong and firm. There is an active demand for most lines. French pure cream of tartar is quoted at from 75 to 80 cents per pound. The American high test in bulk is offered at from 85 to 90 cents.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 65
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Coffees Are Steady

Toronto.

COFFEE.—The coffee market is much the same as a week ago. Prices to the trade are unchanged. and buying is fairly free at present market quotations.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Low Grade Teas Higher

Toronto.

TEAS.—The market in teas is very strong. Importers state that even low grade teas are now being held at higher prices. High grade teas are almost an unknown quantity, that is, for new buying, but there appears to be plenty available for the demand, fine teas that had been previously purchased. According to cable reports both the India and Ceylon markets have advanced from a penny to twopence on all grades. Prices to the trade here are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Rice Market Firm

Toronto.

RICES.—There is a steady market ruling in rices. Demand at the present time is not heavy, and for immediate buying quotations show no changes as compared with a week ago.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Nuts Are Steady

Toronto.

NUTS.—Steady prices are ruling for nuts. Nuts in the shell of course at this season are a slow sale. There is an active demand for peanuts both in the shell and salted. There is a moderate inquiry for unshelled nuts.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Fruits Plentiful

Toronto.

FRUITS.—Prices of fruits are practically unchanged as compared with a week ago. Verdilli lemons are selling at $5.50 per case. Watermelons are from $1 to $1.15 each. Red currants are $2 to $2.50 per eleven quart basket. Domestic fruits are now arriving freely and are meeting with an active inquiry.

Oranges, Valencias—		
126s	....	7 00
150s	....	7 50
176s, 200s, 216s, 250s	....	9 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 240s	....	4 50
Do., Messinas, 300s	....	5 50
Grapefruit, Cuban, Seedless—		
80s, 96s	....	5 00
Watermelons, 26-lb. aver., each	1 00	1 15
Cantaloupes, Cal., case, 45s	....	7 50
Georgia Peaches, 6-bskt. crates	....	6 50
Plums, Cal., box	....	4 50
Canadian Cherries—		
Sour, 11s	1 25	1 35
Do., 6s	....	0 65
Black, 6s	....	1 75
Do., 11s	3 25	3 50
Gooseberries, 6s	0 75	1 00
Do., 11s	1 25	1 50
Raspberries	....	0 32
Blueberries, bskt.	2 75	3 00
Lawton Berries	....	0 30
Red Currants, 11s	2 00	2 50
Do., 6s	....	0 75
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Apples, transparent hampers	3 50	3 75
Pears, Cal., Bartlett's, box	....	5 50
Grapes—		
California Malaga, box	....	5 50

Vegetables Lower

Toronto.

VEGETABLES.—Lower prices are named on a number of vegetables this week. Receipts are arriving freely. Canadian head lettuce is offered at from $1 to $1.50 per case. Cucumbers are easier at from 50 to 75c per eleven quart basket. Ontario tomatoes are $1 for a large basket. Carolina potatoes are $6 and $7 per barrel, according to grade.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. bask.	0 50	0 75
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate	....	2 50
New Potatoes, Carolina—		
No. 1, per barrel	....	7 00
No. 2, graded, per barrel	....	6 00
Tomatoes, Ont., 11-qt. bskt.	....	1 00
Do., hothouse, per lb.	....	0 25
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 75	1 25
Do., sweet, 11-qt. bskt.	....	1 75
Vegetable Marrow, doz.	....	1 00
Celery, Michigan, bunch	....	0 90

Flour Unchanged

Toronto.

FLOUR.—No change is reported in the market for flour. Prices are steady as compared with a week ago. Ontario winter wheat flour, in carload shipments, on tracks, is quoted at $13.70 per barrel.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

Peanut Butter Down

Toronto.

MISCELLANEOUS.—A reduction is announced this week on Clark's and McLaren's peanut butter to the extent of four cents per pound. Old Dutch cleanser has advanced to $5.10 per case. Some dealers are still offering it at the old figure. Sal soda is higher at $2.35 per cwt. L'etoile macaroni is also at a higher level, the 36c. 16-ounce packages selling at $5.10, and the eight ounce packages, 36c., are $3.25 per case. All Robertson's goods, with the exception of gum and molasses candy, are also quoted higher. to the extent of three cents per pound.

WINNIPEG MARKETS

WINNIPEG, Aug. 13—There is a certain amount of dullness in the markets at the present time, awaiting the wheat harvest. Prices are for the most part firm, with practically no changes as compared with a week ago.

Sugar Market Dull

Winnipeg.

SUGAR.—The New York raw sugar market is somewhat easier, and from reports received the market is very dull at the present time. Refined prices in Canada remain steady. Retailers also report that the sale of sugar is below normal. In view of the declining raw sugar market the trade is buying very cautiously at present until the crop is assured.

Redpath, granulated, 100-lb. bag	....	25 05
St. Lawrence, gran., 100-lb. bag.	....	22 05
Atlantic, granulated, 100-lb. bag	....	25 05
Dominion, granulated, 100-lb. bag	....	25 05
Acadia, granulated, 100-lb. bag.	....	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55	24 55
Powdered Sugar, 50-lb. boxes, per cwt.	....	25 60
Icing Sugar, 50-lb. boxes, per cwt.	....	25 70
Lump Sugar, soft, 100-lb. boxes.	....	25 80
Do., hard, 100-lb. boxes, per box	....	26 00
Cubes, 100-lb. boxes, per box....	....	25 70

Corn Syrup Unchanged

Winnipeg.

CORN SYRUPS AND MOLASSES. — The corn market situation is such that it will not permit any definite information in regard to the future, and it is to the retailers' advantage to go easy when buying at present. Molasses remains firm and the demand is very steady.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case.....	....	9 40
5-lb. tins, 1 doz. in case.....	....	11 25
10-lb. tins, ½ doz. in case.....	....	10 75
20-lb. tins, ¼ doz. in case.....	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz....	....	24 50
Pure, 10s, per case of ½ doz...	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 19
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Unchanged

Winnipeg.

STARCH. — No definite information can be given in regard to starch owing to the fluctuation of the corn market at the present time.

Cornstarch, 1-lb. pkgs., per lb...	....	0 12
Do., No. 1 quality, 1-lb. pkgs...	....	0 13½
Gloss, 1-lb. pkgs., per lb.....	....	0 14¼
Celluloid, 1-lb. pkg., per case...	....	5 55

Dried Fruits Steady

Winnipeg.

DRIED FRUITS.—At the auction sale recently held at New York loose Muscatel raisins brought very high prices. The prices were not quite as high as those named by the outside packers a while ago.

New prune prices are expected at any time.

DRIED FRUIT

Evaporated Apples, per lb.....	....	0 20
Currants, 90-lb., per lb.....	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	....	1 55
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton ...	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Canned Peas Price Named

Winnipeg.

CANNED GOODS. — New opening prices on canned peas have been named and are quoted at 15 cents a case lower than last year's opening price. Prices have also been named on raspberries in heavy syrup and are in advance of last year's opening prices. It has also been reported that they are much higher than strawberry prices. From a report just received in regard to the tomato crop it is reported that the crop is very favorable and is also considerably earlier than the last few years. It is the expressed aim of the Dominion Canners B. C., Ltd., to put up as big a pack as possible with the view to being able to name a price that will insure the goods being freely consumed. Opening prices on B.C. cherries have been named and deliveries will be announced later. Full delivery on spinach is expected, while a delivery of 80 per cent. of strawberries is now announced.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	....2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 50
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	15 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 50

CANNED FRUIT (Canadian)

		Per case
Apples, 5 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	5 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	5 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 50
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES

		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Package Cereals in Demand

Winnipeg.

CEREALS.—Corn flakes are in good demand as well as all lines of package breakfast foods. Bulk rolled oats sales have fallen off, due to consumers using more package cereals. Prices remain unchanged.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	5 00	5 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 35s, case	3 50	4 00
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 50
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag.....	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag.....	....	1 56
Do., 10-8s, per bale.....	....	5 85
Do., 15-5s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 50
Wheat Granules, 98s, per bag...	....	8 50
Do., 16-5s, per bale.....	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 50
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag.....	....	6 50
Do., pearl, 98s, per bag	....	8 50
Cornmeal, 98s, per bag	....	5 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	5 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Fine Teas High

Winnipeg.

TEAS. — Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Remain Steady

Winnipeg.

SPICES.—There has been practically no change in the spice market this week. Black pepper is a little firmer, while cloves are slightly easier. Jamaica ginger remains very high, and is practically unprocurable.

Sago Market Unchanged

Winnipeg.

RICES.—Sago market remains unchanged, while the rice and tapioca markets are practically the same as reported in our last issue.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags	....	0 13½
Do., 50-lb. bags, lb.	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

B.C. Jam Supplies Short

Winnipeg.

JAMS. — The outlook on strawberry jam on the new pack is said to be in short supply in British Columbia, and prices are in advance over the opening price of the eastern packers. Western reports from reliable sources have it that owing to the dry weather much damage was done to the strawberry crop this year and that the pack would be 40 per cent. lower than it was at first estimated. In consequence some manufacturers at the coast have advanced their prices 50 per cent. over the opening price.

	Per tin	
Jams, Pure—		
Strawberry, 4s, 12 tins to case	1 35	1 50
Raspberry, 4s, 12 tins to case.	1 20	1 35
Black Currants, 4s, 12 tins to case	1 20	1 35
Blended—		
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Nuts Remain Unchanged

Winnipeg.

NUTS. — There is no change in the nut market this week. The market is easier with very little buying, but indications point to a firmer tone for the fall trade. The peanut and filbert markets are inclined to be a little firmer.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Coffee Market Quiet

Winnipeg.

COFFEES. — There has been practically no change in the coffee market since last report, and the market has been very dull.

COFFEES—		
Santos, roasted, best grade	....	0 44
Bourbon, roasted, best grade	....	0 45
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56
Rio, roasted, best grade	0 28	0 29

B.C. Apricots Are Arriving

Winnipeg.

FRUITS.—British Columbia apricots are arriving. Oranges dropped in price this week. Some good apples are arriving as well as small fruits. Bananas have been very scarce with only limited supplies arriving.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	....	3 50
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	8 50	9 00
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	11 00
176s	....	10 00
150s	....	9 00
126s	....	8 00
New Apples, per box	....	5 00
Pears, Cal., per case	....	7 50
Raspberries, per case	....	7 50

Vegetables in Demand

Winnipeg.

VEGETABLES. — Ontario tomatoes are arriving in good supply and are now being quoted at $3.00 per basket. The demand for new vegetables is exceptionally good.

VEGETABLES		
Carrots, new, per lb.	....	0 06
Beets, new, per lb.	....	0 04
Turnips, new, per lb.	....	0 03
Leaf Lettuce, per doz.	....	0 30
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz.	....	3 50
Cabbage (new), per lb.	0 05	0 06
Potatoes (new), per lb.	0 04	0 04½
Onions (Cal. Bermuda sack), per sack	....	5 00
Peas, per lb.	....	0 10
Cauliflower, per doz.	....	2 50
Celery (B.C.), per doz.	....	0 11
Rhubarb, per lb.	....	0 03½
Tomatoes, per case	....	3 00
Head Lettuce, per doz.	....	0 75

Be Sure Envelope and Form Correspond

A merchant in Montreal, who, during the summer months sends out forms on which are lists of goods that can be filled out and ordered, makes sure that the envelope and the form correspond in size.

A prospect may often have the inclination to send in one of these forms filled out with an order, but if she finds the envelope won't accommodate it she is apt to discard both and go and buy her supplies elsewhere. This grocer makes it as easy as possible for her to send in her reply.

Interior of Wm. Carswell's store at Montreal, Que., showing an attractive arrangement of merchandise.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 10.—Few changes have taken place in the local market. Ordinary cornmeal is a little easier at $4.90. Rice is also lower at $14.40. Fresh eggs are higher at from 65 to 68 cents per dozen. Case eggs are from 60 to 62 cents. Tomatoes have advanced to $4.30 New potatoes are coming in better quantities. A very good crop is expected at $2 per bushel.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 90
Rolled oats	....	13 50
Rice, Siam, per 10 0lbs.	....	14 40
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 65	0 68
Do., case	0 60	0 62
Lard, pure, lb.	0 29½	0 30
Do., compound	0 27	0 27½
American, clear pork	51 00	53 00
Tomatoes, 2½s, standard, case..	....	4 30
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	2 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 10.—British Columbia beans are from 7 1-2 to 8 cents per pound. Canned tomatoes are from $4.60 to $4.75 per case; peas $4.50 to $4.75; strawberries, twos, $10.20 per case. Evaporated apples are from 19 to 21 cents per pound. Peaches, twos, are $8.50 per case. New laid eggs are from $17.00 to $17.50 per case, and storage eggs are from $17.00 to $18.00 per case. Creamery butter is from 59 to 60 cents per pound for number one. British Columbia potatoes are $65 per ton. Blackberries are $4.00 per crate Dutch Cleanser has advanced 35 cents per case.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 45
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt	....	23 97
Cheese No. 1, Ont., large	0 32	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 60
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	17 40	17 70
Eggs, new laid, local, case	17 00	17 50
Do., storage, case	17 00	18 00
Tomatoes, 21½s, standard, case	4 60	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	....	10 20
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, B.C., ton	....	65 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, August 10.—The Nova Scotia wholesale market remains practically unchanged except for oats which have declined 3½ cents on the bushel, changing the price from $1.68½ to $1.65 per bushel. A fifty cent drop on rolled oats is also noted, reducing the price from $7.25 a bag to $6.75. These prices are being influenced by the coming harvest. Other products which have been affected are eggs which have been marked up at a seven cent increase on the dozen, raising the price from 58 to 65 cents per dozen. Cheese, Ontario twins, and lard compound have dropped 1 cent on the pound, changing the former from 30 to 29 cents a pound and the latter from 29 to 28 cents a pound. Also creamery prints have advanced from 62 cents per pound to 64 cents per pound. Fresh pack strawberries, twos, are selling at $5.10 per dozen, an increase of 20 cents on the old price.

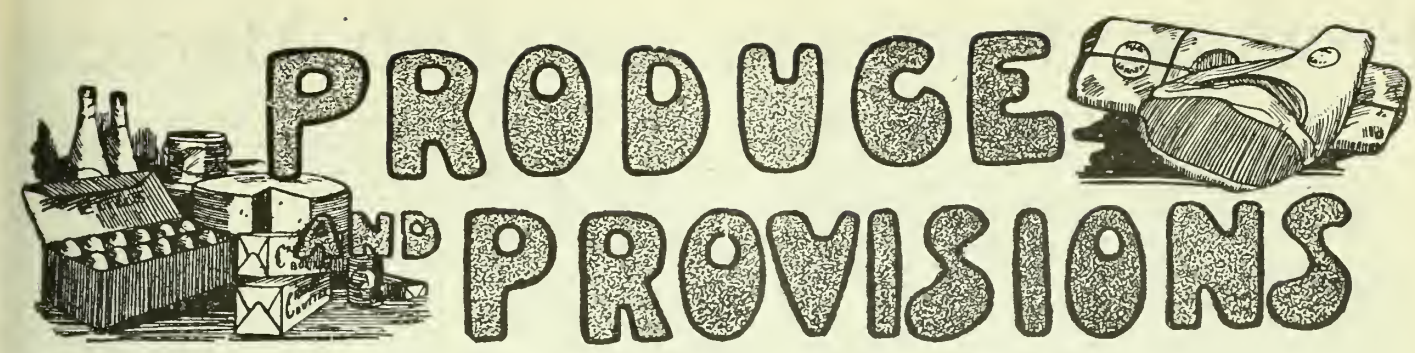
Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	6 25
Rolled oats, per bag	....	6 75
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 28
Lard, pure, lb.	....	0 31
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	....	0 64
Do., dairy, per lb.	....	0 54
Do., tubs	....	0 52
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	5 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07
Cal. Peaches, crate	....	3 25
Cal. Plums, crate	....	4 50
Cal. Pears, crate	....	7 00

Phone Numbers Are In Bold Prominence

E. J. Quinn, Montreal grocer, has an excellent sign with only phone numbers on it. Placed on the car-line side of the building (which is a transfer point) a board of about two by three and a half foot dimension is painted in black and lettered in gold, containing the two telephone numbers adopted by the store. It reads thus:—

Our Telephone Numbers Are
Westmount
1261
4270

The particular advantage of using this idea rests in the fact that many of Mr. Quinn's customers, and prospective customers, pass on the car. There is ample space between the car and the side of the store where the sign is placed; the gold-lettered numbers are in bold type, and numbers are easily recalled.



How Milk and Cream Sales Can Also Help Other Lines

Five and Ten-Cent Coupons Assure the Return of the Bottles, But the Cash is Very Seldom Taken, the Money Going Towards Groceries

MILK and cream are now practically staple lines in a great many grocery stores, and in a great many instances the problem of returning the milk bottles is of more or less concern. In fact, the non-return of them is one of the discouraging features of handling milk. James Juby, Charlotte Street, Peterboro, Ont., who sells large quantities of milk and cream, has a scheme for getting the bottles back. According to the quantity of milk or cream purchased, he gives a ticket for five or ten cents. When the bottle is returned, the ticket is cashed. But just here is where the plan is most satisfactory. "People scarcely ever take the money," remarked Mr. Juby to Canadian Grocer. "It usually means a sale of groceries, and the five or ten cents is put towards the purchasing price. This has been one of the most gratifying results of selling milk and cream in my store. It has done so much towards building up my grocery business. People come from all parts of the city to buy cream here, and in this way a very considerable business has been attracted to the store in other lines."

Does the Bottling

Mr. Juby sells large quantities of milk and cream. It is brought to his store by the farmers, and he does the bottling of it. At one time his milk and cream business was greater than his trade in groceries, but working the two in conjunction, the former has greatly helped the latter. He has also built up a reputation for cheese, and his turnover each year in this product amounts to more than 2,000 pounds.

Making the most of display is one of the things that counts in the Juby store. Customers coming to buy milk and cream are often attracted by a nice display of certain foodstuffs, and make purchases, when they might otherwise not have done so. Mr. Juby always has his store arranged with the idea of showing goods to the best possible advantage. "Have things out where people can see them," is his motto, and he believes it means purchases all the time.

Will Hogs be Scarce in the Fall Months?

Montreal August 4. — Hogs will be very scarce this fall, according to a leading authority connected with the Montreal abattoir trade.

"The farmers are too busy having a good time," said this informant to Canadian Grocer. "Production has been and will continue to fall off, and I believe that there will be a scarcity of best hogs this fall. Last year at this time we were handling several thousand hogs a week. This year we are not handling more than 1,000 to 2,000. The farmers seem to have the same spirit, largely, as others, in that they are seeking pleasure as never before. They are touring around the country in their automobiles and not paying attention to production as was the case before the war."

The arrival of hogs is now fair, but the stock arriving is not well-conditioned for the most part. It is one of the reasons for the firming of prices during the past week.

Application has been made to increase the capital stock of the Winnipeg Cold Storage Co. from $100,000 to $200,000.

There has been a change in ownership in Purdy's Confectionery, of Regina, and groceries will also be stocked in future.

ON THE TRAIL OF THE PROFITEER

—Reynolds in Tacoma "Register."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 13.—The feature of the produce market this week is the advanced price of eggs. The scarcity has necessitated the use of storage eggs. Butter remains steady after the slight decline of last week. Pure lard is a fraction of a cent cheaper. New cheese is also cheaper. Pacific halibut is a little cheaper and in good supply. Whitefish is two cents dearer this week. The prices on fresh meats are lower this week, having dropped between one and two cents per pound.

Bacon and Hams Remain Steady

Montreal.

PROVISIONS.—Despite the change in the price of dressed meats and on hogs in particular there are no changes in the prices of hams or bacon. The market appears to be steady on quotations but if the decline in live hog prices lasts, lower prices on cured meats may be expected. Packers, however, are experiencing an active market for smoked meats, and a promise of lower prices is not a certainty.

BACON—		
Breakfast, best	0 49	0 59
Smoked Breakfast	0 31	0 44
Cottage Rolls	....	0 42
Picnic Hams	....	0 32
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 48
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Fresh Meats Lower

Montreal.

FRESH MEATS.—There are lower prices current this week on fresh meats. Live hogs are being sold at 19 1-2 to 20 cents per pound, which is a decline of about two cents a pound. Dressed hogs are down between one and two cents a pound. Beef is also easier with prices about $1.25 per hundred pound carcase lower. The supply is very good and the demand is not as large as it has been, hence the easier prices.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs dressed—		
Abattoir killed, 65-90 lbs.	0 29	0 30
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42½
Loins (untrimmed)	....	0 38
Bone trimmings	....	0 30
Trimmed shoulders	0 26½	0 32
Untrimmed	....	0 28
Pork Sausage (pure)	....	0 26
Farmer Sausage	....	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 22	$0 29	..Hind quarters..	$0 27	$0 32
0 13	0 16	..Front quarters..	0 13	0 17
....	0 40	..... Loins	....	0 46
....	0 28	..... Ribs	....	0 32
....	0 18	.... Chucks	....	0 17
....	....	..... Hips	....	0 35

Calves (as to grade)	0 22	0 28
Spring lamb, carcass	....	0 32
Fresh sheep, carcass	0 22	0 30
Frozen lamb, carcass	....	0 32

Cooked Meats in Demand

Montreal.

COOKED MEATS.—There is a very good demand for cooked meats which is improving with the hotter weather. The price remains unchanged this week and appears to be fairly steady.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 5C
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—There is no change in the price of barrelled meats. The demand is not large at any season, and it is particularly quiet at this time of the year. The prices are steady and unchanged.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Shortening Prices Steady

Montreal.

SHORTENING.—The price of shortening is steady this week after the decline of the previous week. The quotations are not very strong, however, since the price of lard is lower, and there is very keen competition for any business possible at this rather quiet season.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 26¼
Tubs, 50 lbs., per lb.	....	0 26½
Pails, 20 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	....	0 28

Eggs Scarce and Dearer

Montreal.

EGGS.—There is a shortage of eggs on the market at the present time. The shortage is so keen as to warrant taking eggs from cold storage for immediate demand. With this shortage come higher prices on eggs and best selects are selling at 66 cents per dozen and No. 1 at 58 cents per dozen.

New Cheese Is Cheaper

Montreal.

CHEESE.—While the supply of old cheese is getting very low, the price for the new cheese is much easier than it has been. There is a drop of 1 cent per pound this week in the price of old cheese, making it 28 cents per pound. The old cheese has been quoted as high as 36 cents a pound, but this week it has receded to 35c.

CHEESE—			
New, large, per lb.	....		0 28
Twins, per lb.	....		0 28
Triplets, per lb.	....		0 28
Stilton, per lb.	....		0 37
Fancy old cheese, per lb.	....	0 34	0 35
Quebec	....	0 28	0 29

Butter Prices Firm Again

Montreal.

BUTTER.—The price of butter remains firm this week, after the decline of 1 cent last week. Creamery butter is being sold at 60c per pound in prints, and 59c in solids. Dairy butter is quoted at 51c and 52c per pound, but the supply is limited on account of small production.

BUTTER—		
Creamery prints, qual., new..	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Lard Prices Decline

Montreal.

LARD.—There is an easier feeling on the lard market this week, with slightly lower prices. Tierces are sold at 28c., which is a decline of 1-4 cent per pound. Bricks are being sold at 29 1-2 cents, which is 1-2 cent lower than prices quoted last week. The only reason given for the change in price is that the supply warrants lower prices and the demand is not as large as it has been.

LARD—		
Tierces, 360 lbs.	....	0 28¼
Tubs, 60 lbs.	....	0 28¾
Pails, 20 lbs.	....	0 29
Bricks	....	0 30

Margarine Sales Light

Montreal.

MARGARINE.—The demand for margarine is very small at this season of the year. Prices range from 35c per pound for the best, to 38c., with slightly lower prices on large quantities of uncolored margarine.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Pacific Halibut Cheaper

Montreal.

FRESH FISH.—The supply of British Columbia salmon is short at the present time, but relief is expected in the very near future by shipments from the coast. Lake fish, such as trout, whitefish and doree are very scarce and are practically off the market. Whitefish is quoted higher at 20c per lb. Fresh haddock and cod are prominent on the market and in very good supply. With a fresh supply of Pacific halibut on the market, prices are slightly easier, being quoted at 25c per pound, which is a decline of 1c on prices previously quoted. There is no change in the price of frozen or smoked fish.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07

Mackerel		0 18
Flounders		0 08
Prawns		0 50
Live Lobsters		0 60
Skate		0 12
Shrimps		0 50
Whitefish		0 20
Shad		0 18
Gaspé salmon		0 40
Halibust		0 25
Gaspereaux, each		0 05
Whitefish		0 20
Lake trout		0 24
Brook trout		0 50
Pike		0 12
Perch		0 13
Fresh eels, per lb.		0 13
Fresh herrings, each	0 03	0 05
Doree		0 24
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium		0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed		0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.		0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon		0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.		16 00
Sardines, half barrel		6 00
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 50
Boneless cod (20), per lb.		0 15½
SMOKED		
Finnan Haddies, 15-lb. box		0 13
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35

ONTARIO MARKETS

TORONTO, Aug. 13.—The market in provisions is somewhat easier in some directions. Spring lamb is easier, but veal is showing higher prices. Packers are endeavoring to buy hogs at lower levels. Beef prices are for the most part unchanged. Cheese is steady, but the tendency is easier. Other lines are unchanged.

Spring Lamb Easier

Toronto.

FRESH MEATS.—Prices of fresh meats are more or less unchanged as compared with a week ago. The feature is the lower prices on spring lamb, following the lower figures being paid for live stuff. Present quotations are from 28 to 32 cents per pound. On the other hand veal is higher at from 23 to 28 cents per pound. Pork and beef are practically unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.		21 00
Live, fed and watered, per cwt.		20 75
Live, f.o.b., per cwt.		19 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 40
Loins of pork, lb.		0 44
Fresh hams, lb.		0 42
Tenderloins, lb.		0 56
Spare ribs		0 14
Picnics, lb.		0 26½
New York shoulders, lb.		0 31
Boston butts, lb.		0 38
Montreal shoulders, lb.		0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 34
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 25	0 30

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 23	0 28
Spring lamb, lb.	0 28	0 32
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Provisions Active

Toronto.

PROVISIONS.—Changes in the provision market are comparatively few this week. There is an active demand for both bacon and hams. Heavy hams are selling at 40 cents per pound, and fancy breakfast bacon is bringing from 49 to 53 cents. Long, clear bacon, averaging 50-70 pounds, is selling at from 27 1-2 to 28 1-2 cents per pound, and the heavier stuff is quoted at from 26 1-2 to 27 1-2 cents.

Hams—		
Medium	0 48	0 50
Large, 20 to 25 lbs. each, lb.		0 44
Heavy, 25 lbs. upwards, lb.		0 40
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 68	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.		0 41
Wiltshire, three-quarter cut		0 44
Wiltshire, middle		0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27½	0 28½
Do., av. 80-90 lbs.	0 26½	0 27½
Clear hellies, 15-30 lbs.		0 31
Fat backs. 10 to 12 lbs.	0 25	0 26

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.		47 00
Short cut backs, bbl. 200 lbs.		56 00
Pickled rolls, bbl. 200 lbs.:—		
Heavy		60 00
Lightweight		66 00

Above prices subject to daily fluctuations of the market.

Cooked Meats in Demand

Toronto.

COOKED MEATS.—Boiled hams are selling freely at from 64 to 68 cents per pound. Large bologna is slightly easier at from 17 to 18 cents per pound. Other cooked meats are unchanged.

Boiled hams, lb.	0 64	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 65
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.		0 32

Above prices subject to daily fluctuations of the market.

Eggs Slightly Higher

Toronto.

EGGS.—Slightly higher prices are ruling on eggs this week. Dealers are asking from 63 to 64 cents per dozen for selects, and from 65 to 66 for fresh selects in cartons.

EGGS—		
Fresh, selects	0 63	0 64
Fresh	0 58	0 69
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

Butter Prices Firm

Toronto.

BUTTER.—Steady prices are ruling on butter. Creamery prints are quoted at from 60 to 62 cents per pound, and fresh dairy prints are from 52 to 56 cents.

BUTTER—		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

New Cheese Easier

Toronto.

CHEESE.—New large cheese are quoted slightly lower this week, at from 29 1-2 to 30 1-2 cents per pound. The cheese market is inclined to be easy.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 29½	0 30½
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Is Steady

Toronto.

LARD.—There is no change in the market for lard this week. The pound prints are offered at from 29 to 29 1-2 cents per pound, and on the tierce basis the price is from 27 to 27 1-2 cents.

LARD—		
1-lb. prints	0 29	0 29½
Tierces, 400 lbs.		0 27½

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Steady

Toronto.

SHORTENING.—No change is reported in the market for shortening as compared with a week ago. On the tierce basis it is quoted at from 25 to 25 1-2 cents per pound.

SHORTENING—		
1-lb. prints	0 27½	0 28
Tierces, 400 lbs.	0 25	0 25½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine in Demand

Toronto.

MARGARINE.—There is a moderate demand for margarine, with prices ruling unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.	0 33	0 35

Fish Holding Steady

Toronto.

FISH.—There is an active demand for whitefish, fresh trout and salmon at the present time. Fresh whitefish is quoted at from 18 to 19 cents per pound. Fresh trout is from 19 to 20 cents per pound. The inquiry is chiefly for the fresh fish.

FRESH SEA FISH.

Cod Steak, lb.		0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring		

Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon	....	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	....	0 09½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 25

Spring Chickens Easier

Toronto.

POULTRY.—Receipts of poultry are fairly heavy these days. There is an active demand for the same, and the only change in price as compared with last week is in spring chickens, quoted to the trade at 45 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	....- 0 35	....- 0 40
Roosters	....- 0 25	....- 0 25
Fowl, over 5 lbs.	....- 0 30	....- 0 30
Fowl, 4 to 5 lbs.	....- 0 27	....- 0 27
Fowl, under 4 lbs.	....- 0 25	....- 0 25
Ducklings	....- 0 30	....- ....
Guinea hens, pair	....- 1 25	....- 1 50
Spring chickens, live	....- 0 35	....- 0 40

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30
Do., light	0 28
Chickens, spring	0 55
Ducklings	0 40

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese Selling Freely

Winnipeg.

CHEESE.—Cheese is in good demand at unchanged prices. The market is inclined however to be slightly easier.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Lard is Steady

Winnipeg.

LARD. — The market for lard is steady, with prices ruling at strong figures.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails.	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	5 70
Do., tierces of 400 lbs., per lb.	....	0 26

Fish Ruling Firm

Winnipeg.

FISH.—No changes are reported in the market for fish. There is an active demand with prices ruling firm.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 17
Fresh Trout	....	0 22

WINNIPEG MARKETS

WINNIPEG, Aug. 13—There has been no change in the provision and produce market as compared with last week. There is an active inquiry for practically all lines.

Fresh Meats Steady

Winnipeg.

FRESH MEATS. — No changes are noted in prices of hogs this week. The market for fresh meats is steady, with the demand active.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Spare ribs, lb.	....	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 27
Front quarters, lb.	0 11	0 15
Whole carcass, god grade, lb.	0 15	0 21
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 22
Lambs—		
Choice, 30-45 lbs., lb.	....	0 31

Butter Unchanged

Winnipeg.

BUTTER.—Best creamery butter is steady with last week at 63 cents per pound. Dairy butter is 50 cents per pound.

Provisions Active

Winnipeg.

PROVISIONS.—The inquiry for provisions this week is fairly good, with little or no change in prices.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Hams Firm

Winnipeg.

COOKED MEATS.—Cooked meats are having a brisk inquiry, with prices stationery. Best quality ham is from 67½ to 70 cents per pound.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

How to Figure Out Profit

EXPERIENCE has proven that but few business men have learned to properly figure profit. Remember that 20 per cent. added to the cost does not yield 20 per cent. profit. Profit is properly figured on sales, and to make a 20 per cent. profit you must add 25 per cent. to cost. Keep the following schedule before you and you will find it worth many dollars in the course of a year:

5 per cent. added to cost is 4¾ per cent. profit on selling price.
8½ per cent. added to cost is 7 per cent. profit on selling price.
10 per cent. added to cost is 9 per cent. profit on selling price.
12½ per cent. added to cost is 11⅛ per cent. profit on selling price.
15 per cent. added to cost is 13 per cent. profit on selling price.
16 per cent. added to cost is 14¼ per cent. profit on selling price.
17½ per cent. added to cost is 15 per cent. profit on selling price.
20 per cent. added to cost is 16 2-3 per cent. profit on selling price.
25 per cent. added to cost is 20 per cent. profit on selling price.
30 per cent. added to cost is 23 per cent. profit on selling price.
33 1-3 per cent. added to cost is 25 per cent. profit on selling price.
35 per cent. added to cost is 26 per cent. profit on selling price.
37½ per cent. added to cost is 27¼ per cent. profit on selling price.
40 per cent. added to cost is 28½ per cent. profit on selling price.
45 per cent. added to cost is 31 per cent. profit on selling price.
50 per cent. added to cost is 33 1-3 per cent. profit on selling price.
55 per cent. added to cost is 35½ per cent. profit on selling price.
60 per cent. added to cost is 37½ per cent. profit on selling price.
65 per cent. added to cost is 39½ per cent. profit on selling price.
66 2-3 per cent. added to cost is 40 per cent. profit on selling price.
70 per cent. added to cost is 41 per cent. profit on selling price.
75 per cent. added to cost is 42 2-3 per cent. profit on selling price.
80 per cent. added to cost is 44½ per cent. profit on selling price.
85 per cent. added to cost is 46 per cent. profit on selling price.
90 per cent. added to cost is 47½ per cent. profit on selling price.
100 per cent. added to cost is 50 per cent. profit on selling price.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"
Brand
Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

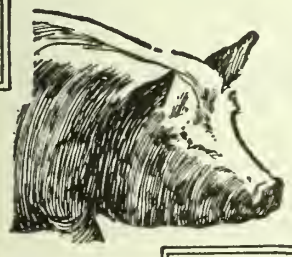
"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

Drop us a postcard for current prices if our traveller is not calling regularly.

The William Davies Co., Limited
TORONTO

Montreal Hamilton



H. A. COOKED MEATS
Will Keep Your Provision Dept. Busy

H·A BRAND

A complete stock of *H.A. Brand dainty cooked meats* prominently displayed in your provision department will speed up your summer sales and net you profits that are exceptionally good. Their tempting variety offers your customers a wide selection in preparing wholesome summer meals that require no cooking over hot stoves.

How is your present stock?

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Brunswick Brand

Sea Foods

Now is the time to feature **Brunswick Brand** celebrated Fish Foods. Keep them well to the front in your summer displays and suggest their convenience over meat for serving wholesome hot weather meals that require no cooking.

Brunswick Brand quality has never failed to please the most fastidious customers, and the profit margin they offer on each sale makes them worthy of the front rank in your displays.

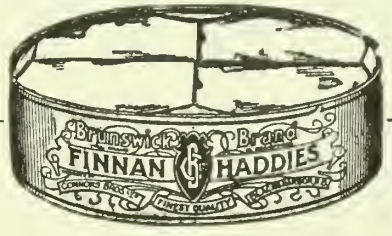
Order from your nearest wholesaler

Connors Bros., Ltd.

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.



SCOTCH SNACK

Idea No. 9

Try a Display of Scotch Snack in Your Window

By displaying Scotch Snack in your window you will find your sales increase rapidly. Scotch Snack is sold in all parts of Canada.

"Are you selling your share?"

Scotch Snack is advertised in all parts of Canada.

Be sure your stock is complete.

ARGYLL BUTE, "Reg."

MONTREAL, QUE.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57 57

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

COSGRAVE'S

PURE MALT VINEGAR

Cosgrave's makes a neat display on your shelves. And its quality makes a fine impression on your customers. No waste when you handle Cosgrave's—and no complaints. We absolutely guarantee every bottle. Prices are standard and widely advertised—25c and 15c per bottle. Ask your jobber for Cosgrave's.

TORONTO VINEGAR WORKS, TORONTO

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

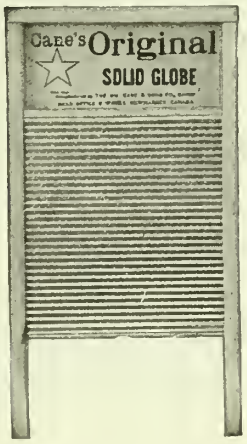
in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.



Cane's Washboards

Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

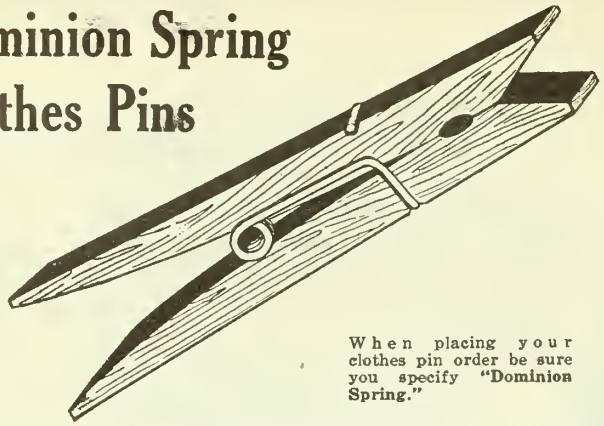
Write to-day.

Wm. Cane & Sons Co.

Limited

NEWMARKET, ONTARIO

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

A Soap that will Sell

You will find the service WONDERFUL SOAP gives a stimulus for additional orders.

Order to-day and display regularly.

Try Our "Crystal Soap Chips" The Best Ever

Guelph Soap Co.
Guelph, Ontario

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order More from Your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

UPTON'S 1920 PACK

Order your supply —to-day

PURE STRAWBERRY JAM
RASPBERRY JAM

NOW READY

Made from delicious fruits from the Niagara Fruit Belt. Made as only Upton's can make it. Its unsurpassing quality makes satisfied customers.

THE T. UPTON Company
LIMITED
HAMILTON, CANADA

Selling Agents:

S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N. S.
Schofield & Beer, St. John, N. B.

Talk Home-baking

How often would you sell such goods as shortening, currants and raisins, baking powder and yeast, jams, jellies and marmalade, peel, and a host of other items of groceries flour calls into requisition, if your customers never baked anything at home, but always bought all their bread stuffs and pies, cakes and pastry ready baked?

PURITY FLOUR

encourages home-baking and gives all these otherwise slow-moving lines a steady job. It pays grocers to talk-up home-baking and push the sale of Purity Flour.

Western Canada Flour Mills Co., Limited

Head Office : Toronto

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John.

Furnivall's FINE FRUIT PURE JAM

The excellent flavor of these delicious jams is due to three things:

1st—The carefully selected, nature-ripened fruit that is used.
2nd—The correct blending with pure cane sugar.
3rd—The skill and care used in preparation.

Good Grocers everywhere find these jams good sellers, and the profits they earn are most attractive. Order your supplies from the agents listed below.

FURNIVALL - NEW
Limited
Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Saskatchewan: Gilbert Stroyan, Saskatoon, Sask.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg
WINNIPEG
Repr.: A. E. Hanna

Floor Dressing— Window Dressing

Floor dressing is equally as important to successful business as window dressing. Of what use is an attractive exterior when the interior is neglected? A good window display attracts customers to your store, but the clean merchandise, shelves, and display counters hold them. Dirt repels trade.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

—eliminates—banishes—dispels—prevents dust. Dust cannot rise from floors treated with Imperial Floor Dressing. One gallon will treat upwards to 700 square feet of floor surface—one application preserves the floors for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oilcloth. It does not gum or evaporate, and it *prevents the dust from rising.*

Ask the Imperial Oil salesman.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

Guaranteed Uniform in Quality

How to make all brooms of the same brand, absolutely uniform in quality, has been a problem to every manufacturer of brooms.

After years of careful study, we have recently introduced in our factory, a system of sorting and grading corn which enables us now to **absolutely guarantee** a uniformity in quality never before equalled in the making of brooms.

Manufactured by

Clean Throughout
No Seeds — No Stems

This is a photograph of a Nugget Broom. See how clean the stock is, not only outside, but right through to the centre. See how carefully the corn has been trimmed and sorted. No seeds, no stems are visible.

Eight Famous Keystone Brands

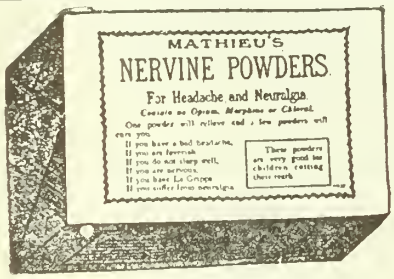
Because they are so carefully made—of the best materials—Keystone Brooms give superior satisfaction. The following brands are well-known to every Canadian woman.

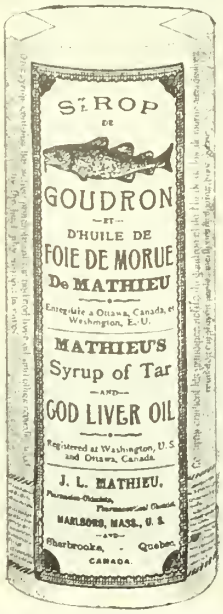
NUGGET	EVANGELINE
PATRICIA	JUBILEE
KLONDIKE	GREAT WEST
ELGIN	STERLING

If you have never handled the above Keystone lines, order a sample shipment today.

KEYSTONE BRAND

Stevens-Hepner Company, Limited, PORT ELGIN ONTARIO





We'll Say They're Good

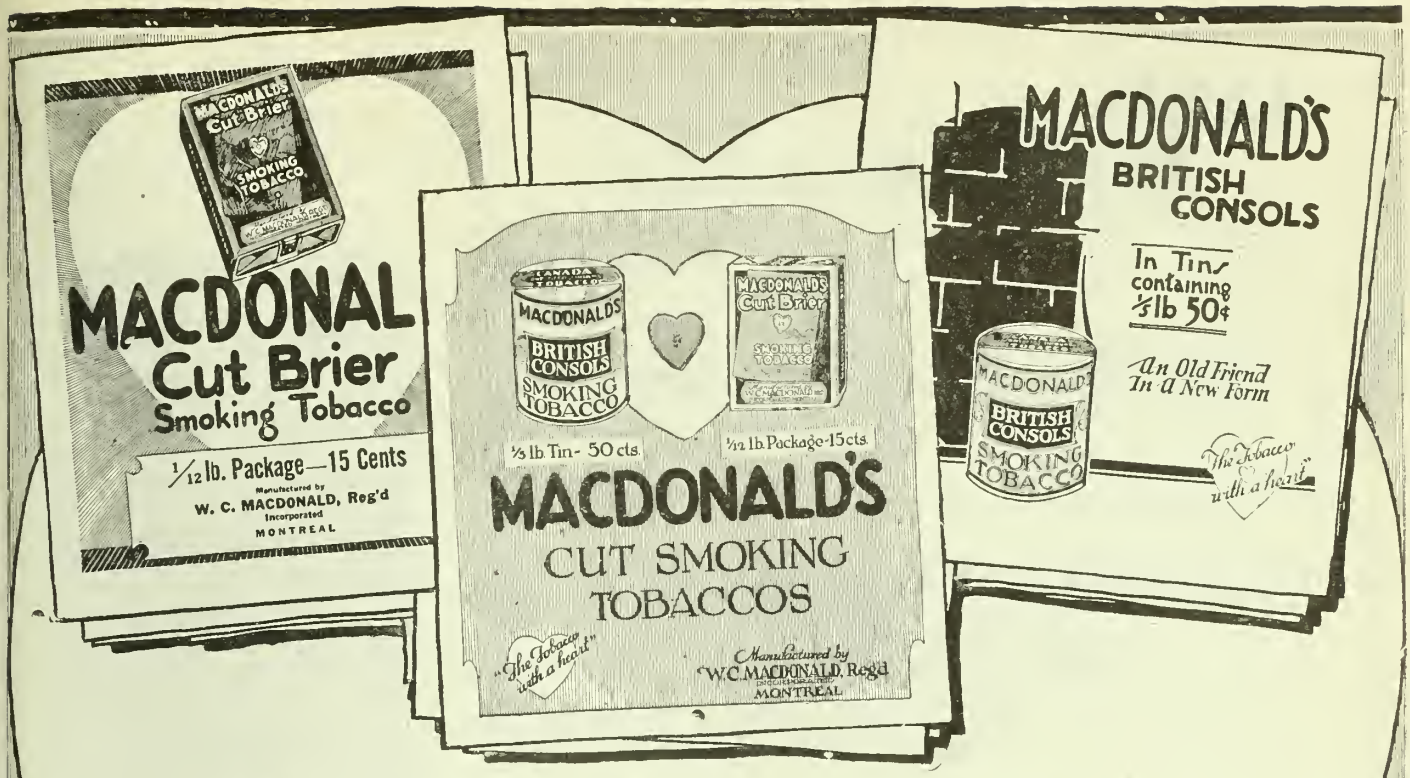
—for you and your customers. Good because of the profit they bring and Good on account of the instant relief they give from Headaches, Neuralgia, etc. More than equal value is given to purchasers for the amount expended.

An order at once will bring an Early Shipment.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd.. Toronto

Whittemore's Shoe Polishes

Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

Hear the Merry Tinkle of Money Dropping Into Your Cash Box

JUST as sure as the moth flies to the light, or the bee to the flowers, so will people flock to the store that is clean and up-to-date. That is the effect you get when you install a—

Sherer Sanitary Grocery Counter

People *will* spend their money most freely where the goods are fresh and well kept. That's what a ***Sherer Counter*** does for you.

Four dollars a week will pay for it in a short time, and your extra profits will more than pay for it. That's what thousands of grocers tell us—and they know.

"MADE IN CANADA"

Patented in Canada

The Famous No. 66

The Sherer Gillett Co., Ltd.

Guelph, Ontario

Sherer Gillett Co., Dept. 57
Guelph, Ont.

Please send us full particulars and catalogue of the SHERER COUNTER.

Name .....

Town .....

Province .....

APROL Selling Idea No. 11.

A nice display of

APROL

on a Table, in the center of your Store with a Neat Show Card, is *SURE TO MAKE SALES*

TRY THIS PLAN—IT'S WORKING WELL IN MANY STORES

Are you selling all sizes of

APROL

Order from your Wholesaler

W. J. Bush & Co. (Canada) Limited
National City, California, Montreal and Toronto

A Real Food *for* Warm Days is

King Oscar
Brand

Sardines

If your customer is in doubt say KING OSCAR Sardines. The satisfaction created by this splendid food will mean more business and profit for you.

Your wholesaler will supply you.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

	Boxes
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. 1-lb. chrome pkgs.	0 13¾
Gloss, 1-ib. chrome pkgs.	0 14¼
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30

Culinary Starch

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 15½

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45

Sugar

We are offering a splendid lot of Peruvian Crystals which should fit in very well as a substitute for Granulated now that white sugar has advanced.

Sacks Peruvian Bright Crystal Sugar		-	20¾
Sacks Peruvian Med.	"	" -	19¾
Sacks Peruvian Dark	"	" -	19¼

Salmon

Good quality Cohoes in one-pound tall tins are very scarce.

We offer two good ones in this line :

Courtier Tall, 1s, Fancy Cohoe		- -	3.45
Tiger	" 1s, " "	- -	3.50

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

AGENTS WANTED 9 Iberville St. Montreal

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 323 Garry Street Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

10-lb. tins, ½ doz. in case..	6 25
20-lb. tins, ¼ doz. in case....	7 00
(5, 10, and 20-lb. tins have wire handles.)	
GELATIN	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada. The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
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Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

California and Georgia
PEACHES

Genuine
Freestone Elbertas
NOW AT THEIR ***BEST***

Bartlett Pears, Plums and Cantaloupes

FRESH ARRIVAL:

California Valencia Oranges and Lemons

Local Fruits and Vegetables in abundance

WHITE & CO., LTD.
TORONTO

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries
Now arriving freely—Include some in your next order.

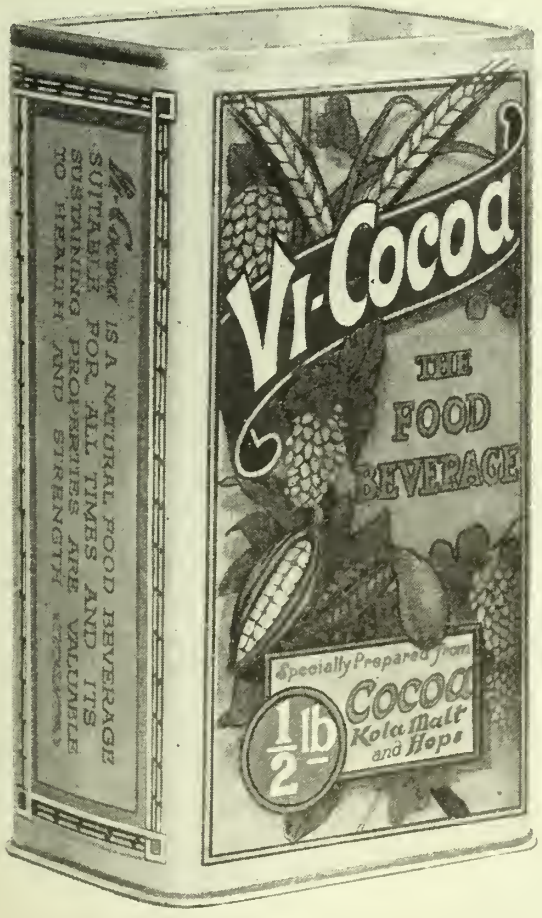
WATERMELONS
Fresh cars every week—Large average.

NEW POTATOES
Very fine quality and prices right.

NEW VERDELLI LEMONS
The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son
Guelph ***Established 1861*** **Ontario**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THE FOOD BEVERAGE
Specially Prepared from
Cocoa
Kola Malt
and Hops
½ lb
IS A NATURAL FOOD BEVERAGE SUITABLE FOR ALL TIMES AND ITS SUSTAINING PROPERTIES ARE VALUABLE TO HEALTH AND STRENGTH

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

ROSE'S LIME JUICE

Just now is the time to sell LIME JUICE. Tell your customers that there is nothing better during the warm weather, as a satisfying drink, than ROSE'S.

Your displays are made more compelling by our attractive bottles.

Holbrooks, Ltd.

Toronto and Vancouver

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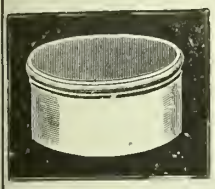

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
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Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made

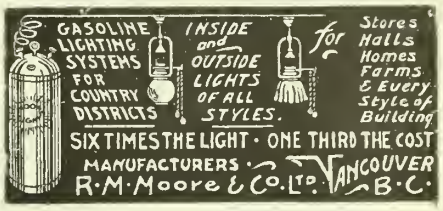
Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver
G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

TEAS ARE LIKELY TO BE STRONGER

The market for teas is very strong, and high grade teas are very hard to buy. The tendency is for even the cheaper lines that have been rather pentiful, to go higher. Prices on spot have not changed, but are firm at present levels. There appears to be plenty of teas for Canadian consumption, but the indications at the primary centres are for much stronger quotations. There is more or less speculation as to what effect the Russian situation will have on the market. Russia has been a heavier buyer of cheaper grade teas.

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for
Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

HEAD CLERK IN CHARGE OF LARGE GROcery store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

CLERK WANTED—YOUNG MAN 14 TO 17 years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

WANTED — GROCERY CLERK, TOWN 3,500 population. Must be a live-wire and be able to furnish references. Apply Box 216, Canadian Grocer, Toronto, Ont.

WANTED — AT ONCE, SALESLADY FOR country general store, must be well versed in dry goods, be smart and congenial. Furnish reference with first letter. Apply T. R. Craig, Martintown, Ont.

WANTED—BUTCHER OR FIRST-CLASS MAN, with some experience at cutting meats, for country trade preferred. To take charge of branch store, handling meats, confectionery, gasoline and oils. Steady job. State if married or single, experience, salary. Furnish references. Duties to commence at once. Vineland General Stores, Limited, Vineland, Ont.

CATSUP THAT WILL KEEP
IS MADE FROM
PARKE'S CATSUP FLAVOR AND PRESERVER

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

NO ADDITIONAL SPICES ARE REQUIRED

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price. $2.25 Per Doz.; $27.00 Per Gross.

PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

FOR SALE

FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co. Limited, 113 Sumach St., Toronto.

FOR SALE — GOOD GROCERY BUSINESS. Stock about $5,000, building $3,000. Desire to be near high school or college, reason for selling. Apply Antoine Albert, Pelletier Mill, Madawaska County, N.B.

FOR SALE OR RENT—CANNING FACTORY, fully equipped, in good condition. Capacity 300 cases per day. Immediate possession. Apply Box 214, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—A THRIVING GROCERY BUSIness on one of the principal streets of the city. A good business in a good location. Apply to S. & W. Climie, 117 Gore St., Sault Ste. Marie, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency. La Prairie, (Montreal), Que.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

ESTABLISHED 150 YEARS

1770 1920

By Royal Appointment

DAY & MARTIN LIMITED

The House with a History.

Pioneers of Polish.

Day & Martin, Ltd., have the pleasure to advise the Grocery Trade in Canada that they have arranged for the distribution of their products throughout the entire Dominion through Hargreaves (Canada), Ltd., 24, Wellington Street West, Toronto.

In England, Day & Martin, Ltd., are closely associated with Hargreaves Bros. & Co., Ltd., of Ocean Works and "Gipsyville," Hull, and 12, Soho Square, London, working in co-operation with them in both the Home and Export Markets. By entrusting their Canadian representation to Hargreaves (Canada), Ltd., they are confident that the Trade will secure a high standard of service.

The leading Day & Martin line which Hargreaves (Canada), Ltd., are now offering is:—

Day & Martin's Wax Shoe Polish.

—a quick, bright-shining Wax and Turpentine Polish of high quality, which has been fully proved on the Home Market.

This Polish is attractively put up in a manner adapted to the requirements of the Canadian Trade, and, in addition, the Day & Martin easy-opening tab will be found attached to every tin. However tight a lid may be, it can be easily and instantly removed by this simple tab device. This has proved a very valuable selling point, and it will, without doubt, appeal to the Canadian Housewife in the same way as it has done to those at home. The phrase

The Tin with the Tab

means Day & Martin's every time. It will become a household word in Canada.

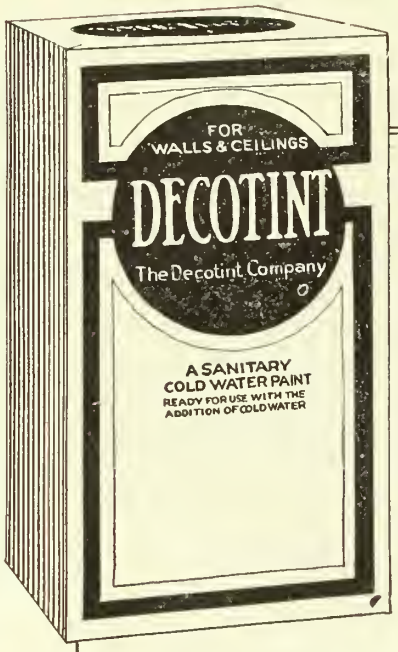
Watch this journal for further Day & Martin announcements in which reference will be made to Liquid Blacking still sold in the original stone jars popular 100 years ago; Paste Blacking in tins; Boot Creams in bottles; Buckskin and Canvas Pearl Dressings; Dubbin; etc., etc.

Samples, quotations, and full particulars will be sent, with pleasure, by return mail, on receipt of Post Card, or trade heading, addressed to:—

HARGREAVES (CANADA), LTD.,
24, Wellington Street West, TORONTO.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings


FOR WALLS & CEILINGS
DECOTINT
The Decotint Company
A SANITARY COLD WATER PAINT
READY FOR USE WITH THE ADDITION OF COLD WATER

INEXPENSIVE, artistic and sanitary, DECOTINT is an ideal medium for the permanent decoration of all interior wall surfaces.

Made in twenty-two delicate colors, from among which it is an easy matter to select the right combination for the interior walls and ceilings of residences, halls, clubs, schools and public buildings.

DECOTINT advertising, to appear throughout the spring months in all widely read Canadian publications, will promote the demand for this superior wall paint. By ordering your DECOTINT stocks now, you will be in a position to reap the benefit of this publicity.

Place your order without delay for DECOTINT and the other Blue Label household specialties listed below—

DECO-TINT PRODUCTS

HAT BRITE—The best hat enamel made.
DECO-WAX—the wax polish for floors, furniture, autos, etc.
METAL BRITE—Metal Polish.
POLISH-OL—auto and furniture polish.
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

The DECO-TINT COMPANY
MONTREAL

MANUFACTURERS' AGENTS NUMBER

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, AUGUST 20, 1920 No. 34

AROMINTS

Sell Aromints

Advertising creates the demand — quality keeps it. These solid mints are in solid with the public. Every flavor is in favor. Put them on your counter and watch them go.

Five Flavors: PEPPERMINT, WINTERGREEN, CINNAMON, LICORICE, CLOVE.

Canadian Distributors:

Oliver-Lee Limited

95-97 King St. E., Toronto, Canada

Jumbo Window Sign

25 inches wide by 33 inches deep

This distinctive, 4-color display will attract attention to any window in which it may be placed, and will certainly arouse the interest of motorists when they are thinking of giving their cars a clean-up. Stickers are attached to this poster, so that you will have no trouble putting it up.

WAGELESS CLERKS

EVERY dealer everywhere will be glad to hire these wageless clerks. Not so much on account of their unusual salary which is designated thus .000, but because of their merits which emulate those of many high-salaried clerks.

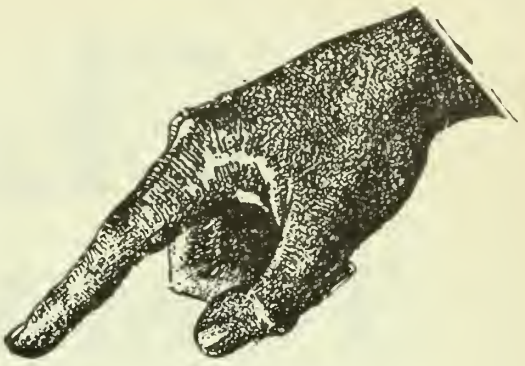
In addition to being strong on salesmanship there are many human frailties that these clerks do not possess. They are never discourteous, never indifferent. They work overtime without a murmur. They are always on the job and never quit for a better job. They are brilliant examples of patience, industry and good nature.

Their names are *Display,* Window Display, and Store Display. The dealer who puts them to work properly need never worry about the rent, drafts coming due, or the price of gasoline for his flivver.

Suppose, for example, you were to start right now. Put a dozen bottles of O-Cedar Polish on your counter. Then clean out the window, put in O-Cedar Polish in the 25c to $3.00 sizes (and don't forget the O-Cedar Polish Mop). Arrange them nicely, and as a background use the attractive O-Cedar window cards, signs, and posters that you may have free for the asking. You'll be delighted with the happy song your cash register will sing if you do this.

Channell Chemical Company Limited, Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



Borden's on Milk Products corresponds to Sterling on Silver

Gail Borden, founder of The Borden Co., Limited, in 1857, first manufacturers of Preserved Milk, was the originator of *preserved* milk and inventor of the method which made its world-wide distribution possible.

To-day, as in 1857, in every household where highest standard quality and purity are appreciated, the name Borden's is synonymous with all that is to be desired in preserved milk.

The Borden Co., Limited
Montreal

Eagle Brand
Condensed Milk

St. Charles
Evaporated Milk

Reindeer
Condensed Coffee
Condensed Cocoa

Borden's
Malted Milk

Borden's

Canada's National Milk

CLARK'S TOMATO KETCHUP

Mr. Grocer, is Canada's Ketchup "de Luxe."

Each year the output is "oversold" and we would advise you to make sure of your supply by ordering now for fall delivery.

Your Jobber will give you prices, etc., or we will furnish any necessary information on reqest.

DON'T FORGET

that the CLARK QUALITY is always the best, and that our ADVERTISING and REPUTATION make SALES.

Made In Canada—By Canadians

W. CLARK, LIMITED - MONTREAL

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

CEYLONS
FORMOSAS
INDIAS
CHINAS
JAPANESE
JAVAS

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world.

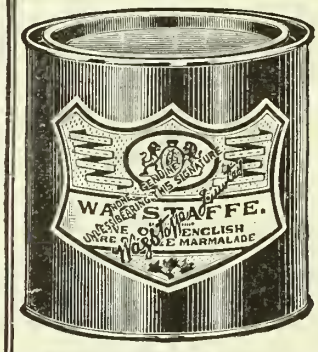
Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best



WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells for only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B
Chadwick & Co, Toronto, Ont

Oregon Prunes

There is going to be an increasing demand for the Oregon Prune, particularly this year when low prices are desired.

The Oregon Growers Co-operative Association have amalgamated a number of the various growers and packing associations and will control the bulk of the output of the Oregon prune crop.

They intend to pack their better grades under the trade name of *"Mistland."* Do not overlook booking some new crop *Mistland* Oregon Prunes from your *Wholesaler.*

Canadian Representatives **SAINSBURY BROS.** Vancouver Winnipeg Toronto Montreal Halifax

Oregon Growers Co-operative Association

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PACKERS OF APPLES IN NOVA SCOTIA

Please put us in touch with reliable packers of No. 1 and 2 "King," and No. 1 and 2 "Wagner" apples in Nova Scotia.

SUBSCRIBER.

Answer — You will notice in Canadian Grocer issue of July 9th, page 24, a note about the United Fruit Co., Ltd., Kentville, N.S. This is the only firm we know of in Nova Scotia at the present time.

SUGAR RESTRICTIONS

Will you please let us know if there are any restrictions regarding sugar being shipped from Canada into the United States?

T. T. HILL & CO., LTD.,
Highgate, Ontario.

Answer—None.

SECOND AND THIRD GRADE DAIRY BUTTER

We have on hand a quantity of dairy butter which is not saleable to the public. Kindly let us know where we could dispose of such to anyone interested in second or third grade butter.

TRAVIS & HABERMELL,
Sheddon, Ont.

Answer—W. T. Macdonald Co., 90 Colborne St., Toronto, Ont., would be able to handle the butter you have on hand.

CREAM BUYERS

What is the right address of a firm in Toronto who buys cream; all I know is Mutual Dairy, King St.

Could you give a few more addresses of cream buyers in Windsor, London, Montreal or Toronto?

MR. GEORGE MURPHY,
Fletcher, Ont.

Answer — The address of the Mutual Dairy is Mutual Dairy and Creamery, 743 King St. W., Toronto; other addresses of cream buyers in places mentioned are:

WINDSOR

F. D. Honor Dairy Co.; Windsor Creamery Co.

LONDON

City Creamery Co. (Griffiths Co.)

TORONTO

Farmers Dairy Co.; City Dairy Co.

MONTREAL

City Dairy Co.; Montreal Dairy Co., Ltd.

MAPLE SUGAR

I shall be pleased to have the names of buyers of maple sugar all over Ontario and West.

If you meet parties who need some lots, please advise me.

PAUL F. GAUVREAU,
Quebec.

Answer—Bowes Co., Toronto; Smalls Ltd., Montreal; Maple Tree Producers, Montreal. Also try W. H. Stone & Co., Winnipeg; H. G. Smith, Ltd., Regina, Sask.

AGENCY FOR WHITELOCK MINERAL WATER

We would appreciate being advised the name of a broker in Canada who has the selling agency for Whitelock mineral water.

H. G. SMITH, LTD.,
Regina, Sask.

Answer—This is handled by F. X. St. Charles Cie, Ltd., 41 St. Gabriel St., Montreal, and MacLaren's Imperial Cheese Co., Toronto, Ont.

PASTRY BOOK

Could you please tell us where we could get a pastry book called "The American Pastrycook," by Jessup Whitehead, Chicago?

PARCLEY & SON,
Salmon Arm, B.C.

Answer—We would refer you to A. C. McClurg Co., 218 Wabash Ave., Chicago, Ill. We believe this firm would be able to furnish other pastry books if the one mentioned is not in stock.

DOES ANY READER KNOW?

Please tell me if you know the agents for Huff pricing system formerly handled by the Gray's International Trading Co. of Montreal.

A. E. L. POIDEVEIN,
248 St. James,
Ville St. Pierre, Que.

Answer—We regret that we have been unable to obtain this information; perhaps some reader can help us.

BUTTER IN TINS

Would you be good enough to inform us the names of some firms in Canada who are packers of butter in tins (half-pound and pound sizes). We prefer something that can stand up under the West Indian heat.

MARITIME BROKERS,
Moncton, N.B.

Answer—Smith & Proctor, Halifax, N.S.; Bowes Co., Toronto, Ont.

BERRY BOXES

We will be obliged if you can give us the names of manufacturers of strawberry boxes (wood), usually, put up 100 boxes to case. We might require a car load for another season and some now.

M. WOOD & SON, LTD.,
Sackville, N.B.

Answer—You could purchase some from B. C. Mfg. Co., New Westminster, B.C. Their agents are S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont., or Oakville Basket Co., Oakville, Ont.

MANUFACTURERS OF LA FRANCE CASTILE SOAP. AGENTS FOR SAPOLIO.

Will you please tell us who manufactures La France Castile soap, also the Toronto agents for Sapolio?

READER.

Answer—La France Castile soap is manufactured by the John Taylor & Co., Toronto, Ont. Agents for Sapolio are Harold F. Ritchie & Co., Toronto, Ont.

HARD COAL

Could you please inform me as to where I may obtain hard coal for immediate shipment?

MR. V. PHILIP,
Sarsfield, Ontario.

Answer—We have found out from the different coal firms in this city that hard coal is very scarce at the present time. They are not taking orders for Toronto customers or for out of town shipments.

FRESH MEAT DEPARTMENT

Can you supply me with particulars regarding how to determine quality, names of the various kinds, and cutting in connection with opening a fresh meat dept. in a grocery store?

MR. A. C. FOELL,
John and Barton Sts.,
Hamilton, Ont.

Answer—The Wm. Davies Co. have advertised a booklet which, although it is gotten up for the consumer, we believe you would find very valuable in opening up a fresh meat department.

Mr. Arthur Phillips, of Wm. Davies Co., 521 Front St. East, Toronto, would be glad to send you one of these and to give you any other information that would help you.

TO MAKE ICE CREAM

Kindly give us the following information: 1. Recipe for making ice cream? 2. Where to procure ice cream powder? 3. Where can we buy flavors, such as vanilla, chocolate, walnut, etc.?

A. W. PHILLIPS,
Bristol, N.B.

Answer — There are several recipes for making ice cream, but for general use you may find the following satisfactory: To five gallons of pure cream add four pounds of sugar, one ounce of ice cream powder, mixing the sugar and ice cream powder together. When nearly frozen add flavoring.

Ice cream powder may be purchased from: Fletcher Mfg. Co., Toronto; J. J. McLaughlin, Toronto; Hungerford-Smith Co., Toronto, Ont.

Extracts: Imperial Extract Co., Toronto; White Swan Spices & Cereals Limited, Toronto; Pure Gold Mfg. Co., Toronto, and from wholesale grocers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

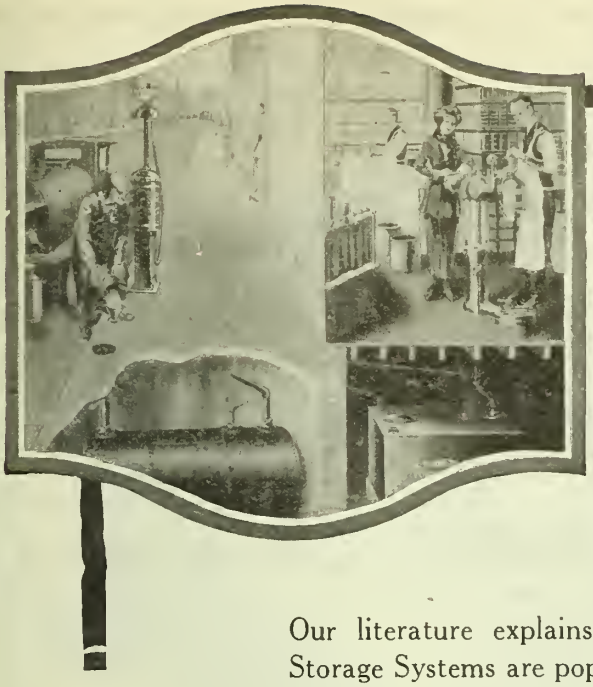
Please give me information on the following:—Name.....

Address .....

.....

.....

.....



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

Your Prosperity and The Telephone System

IF your community is growing your business should grow also.

If your business is to grow it must keep in touch with the new people settling in your town or city.

If it is to keep in touch with these new people they must be able to communicate with you.

If they are to communicate with you by the easiest method they must have telephones.

> Therefore it is to your interest to see that the new people settling in your city can get telephone service as they want it.

But if the Bell Telephone Company is to provide new telephone lines, new exchanges, new switchboards and new equipment—it must have new capital!

Its original capital is all invested in the plant.

Its Surplus and Reserve Fund is all invested in the plant.

If it is to get new capital it must hire it from investors. (Interest or dividends are merely hire.)

If it is to hire it from investors it must offer a high enough wage to make them willing to buy Bell Telephone securities.

If investors are to do this they must be shown that the Bell Telephone Business can pay as good "wages" as other investments equally safe!

But the Bell Telephone Company last year earned less than a fair return on its investment in telephone property!

How can it raise new capital by offering less than a fair return when so many attractive investments invite the man with capital.

How can it provide new telephones?

How can the new people in your city send orders to you over your telephones if they have no 'phones themselves?

Our problem is your problem. The solution lies in a readjustment of rates so as to yield this company higher revenues to ensure good service, to pay good wages and to attract new capital!

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

The Bell Telephone Company
of Canada

Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square
MONTREAL

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

That's one reason why the most successful dealers invariably specialize on the well known, quick-selling DEL MONTE line.

Over a hundred delicious varieties that everybody likes and wants.

The Modern Milkman

is a product of our advertising campaign. We create the desire for Carnation Milk—you supply the demand. Our advertising teaches people to come to you—The Modern Milkman—for their daily supply.

Your co-operation in the Carnation campaign means money in your pocket.

Tie your store to this campaign. Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Carnation Milk

"From Contented Cows"

The label is red and white

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.
Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

HUNDREDS

of requests are being received in the mail

EVERY DAY

for the Recipe Book. This is the best proof that the persistent advertising is creating thousands of new customers for you. All of them want

BENSON'S CORN STARCH

to use in preparing dainty desserts and infants' food for use during hot weather, when appetites have to be tempted.

STOCK UP

so you can fill orders. Thousands want it

NOW

THE CANADA STARCH CO., LTD.

Makers of

"LILY WHITE" CORN SYRUP, "BENSON'S CORN STARCH"
"MAZOLA" COOKING AND SALAD OIL

MONTREAL

No. 2 and No. 3 Eureka Refrigerators

When in Toronto for Exhibition do not fail to visit the new Wm. Davies Co. store opposite the City Hall.

Equipped exclusively with Eureka Mechanical Cold Storage Counters.

And then write us for free illustrated catalog and information.

Eureka Refrigerator Co., Ltd.

Head Office and Factories: Owen Sound

Toronto Office: 11 Colborne St. Main 556

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.
Garton's Custard is being widely advertised and is certain of a steady and increasing demand.
Sold in cartons and tins.

Garton's CUSTARD

W. G. Patrick & Co., Ltd.
Toronto, Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

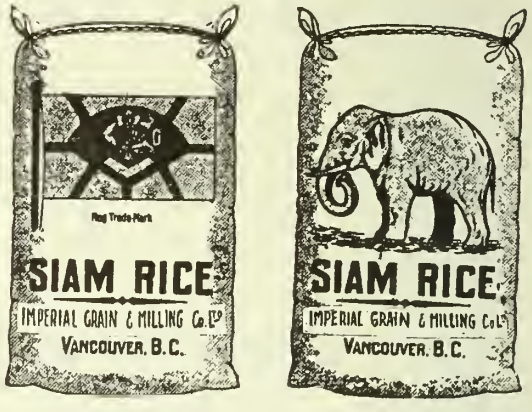
3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.

In matches alone there are some 30 to 40 different brands of Eddy's — a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.

A daily display of these Eddy lines will prove worth while. Try it.

The E. B. Eddy Co., Limited
HULL, CANADA

Brodie's XXX Flour has the Call

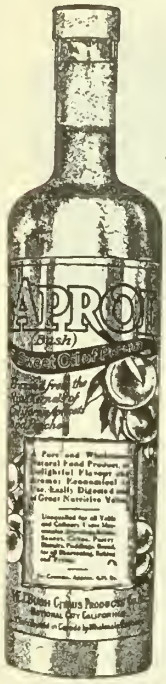
Why? Because it has a reputation for consistent selling. It is Pure and Wholesome and customers are assured of excellent results when making Pancakes, Muffins, Biscuits, Doughnuts, etc.

Order from your Wholesaler or Jobber to-day.

Ontario Representatives:
Chadwick & Co., Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Brodie & Harvie, Limited
Bleury Street, Montreal



APROL

SELLING IDEA NO. 12

Advertise **APROL** in your local paper. Many of your customers will have read about

APROL

in the daily papers. Your advt. will remind them that your store is headquarters in your town for **APROL**. Up-to-date stores are making this idea PAY. Try it.

Be sure you have all the sizes.

Order from your wholesaler

W. J. Bush & Co. (Canada) Limited
National City, California, Montreal and Toronto

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

You'll be satisfied with these sardines — and your customers will like them. The price is moderate and their flavor is good.

Order a stock today to ensure early shipment.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER

Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

THOMPSON'S SEALED SALTED PEANUTS

Packed in
Sanitary-Airtight-Drums

Thompson's name on the label stands for the highest grade of Spanish Peanuts. The Spanish variety is the finest flavored peanut in the world.

THE SMALL NUT FULL OF RICH CREAMY FLAVOR FRESH—CRISP—TASTY

Packed in 5 and 10c packages, 20 packages to the carton, 36 cartons to the case.

'NIFTY' Brand Blanched Jumbo Peanuts
in 5 lb. and 10 lb. Tins

EACH TIN IN AN INDIVIDUAL FIBRE BOARD CONTAINER—READY TO RE-SHIP.

PACKED IN CANADA BY

A. E. THOMPSON

Box 2015 WINNIPEG
G. B. THOMPSON, Western Distributers, Winnipeg

N. B.
Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

There are many uses in every household for

KEATING'S POWDER

The Universal Insecticide

"Keating's" properly used KILLS every insect pest. You can confidently recommend it to your customers for the extermination of

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

Keating's is harmless to human or animal life. Keep a good stock on hand—especially during hot weather.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada :

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 323 Garry Street	Bowring Bros. & Co.	J.W. Gorham & Co.

Marsh's Grape Juice—

—Moves Fast

Bottled air-tightly — will keep well during this weather. Keep a ready stock on hand and display a few bottles on your counter.

Marsh's Grape Juice makes an excellent drink—and the profits from the sale will satisfy you, we know.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E. PULLAN

6 Maud Street, Toronto

The Publisher's Page

TORONTO AUGUST 20, 1920

Strict Standards of Practice

Less than 10% of the several thousand business papers published in Canada and the United States, have been able to qualify for membership in the Associated Business Papers.

Why?

Because, generally speaking, they have poor editorial standards, give little service to their respective fields, and have small circulation.

A business paper must always be edited for the reader or there will be no readers in a little while; articles, news, and editorials must be attractively presented, from the reader's view-point, or the paper will lose that next best asset to respect—the sustained and continued interest of the reader.

CANADIAN GROCER is one of the few Canadian members of the Associated Business Papers of America. To become a member we must adopt and live up to the standards of practice set down by the Association of Business Papers. To retain our membership we must continue to live up to these standards.

Canadian Grocer

Montreal Toronto Winnipeg Vancouver

London, England

COMING TO MARKET

During the two weeks of the Exposition in Toronto, the city will be full of merchants and buyers.

They come to see the Fair, to get ideas, to see the new goods offered, to get acquainted with the houses they do business with and better acquainted with the goods they sell.

The annual Toronto Number of Canadian Grocer will be issued August 27 just before the opening of the Exposition.

Advertisements of Toronto Manufacturers and Wholesalers will appear in a special section in the middle of the paper on colored paper with special headings on each page—
Watch for them.

THE ONLY WAY

Yes—positively, the only safe and lasting way to increase your Tea sales and earn actual profits, is to stock and push

"SALADA"

The Tea that is always in demand, and the one and only brand that is never sold to Price-cutters or Peddlers.

PUT IT RIGHT ON YOUR FRONT COUNTER AND GIVE IT A VIGOROUS PUSH. IT WILL PAY YOU BETTER THAN ANYTHING ELSE YOU ARE HANDLING.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

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The Financial Post

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A grocer who attempts to be a tea expert will inevitably waste time and effort that should be devoted to developing his business as a whole. The tea business is a business in itself—a specialist's business. Leave it to the tea experts. You may have full confidence in your customer's opinion of Red Rose.

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Do you want a traveller?

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Do you want an agency?

Do you want to sell or exchange your business?

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Canadian Grocer, 153 University Ave., Toronto, Ont.

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The display card illustrated here, is a reproduction in natural colors. A regular showing of it will be a constant reminder of a list of necessary household articles.

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Our Display Card sent free---charges prepaid.

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SCHNEIDERS SAUSAGES KITCHENER ONT

TRADE MARK

A small sample order will show you just what an excellent selling line they will make in your meat department.

For Continued Profits

Quality Satisfaction

Schneider's Sausages can be relied upon to be pure—something always appreciated and desired by the particular housewife regarding meat. This dependable quality is never forgotten by a discriminating purchaser. A complete stock always on hand will mean real and continued profits.

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J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.

CANADIAN GROCER

VOL. XXXIV TORONTO, AUGUST 20, 1920 No. 34

Starts Business with $50 Stock

Commencing in a Room in His Own Residence, 27 Years Ago, R. C. Braund, Peterbrough, Ont., Has Built Up an Extensive Trade, Representing an Annual Turnover of Approximately $80,000.

THE announcement recently in the columns of Canadian Grocer, that R. C. Braund, of Peterborough, Ontario, was offering his general store in the south end of that city for sale, brings to light the story of a remarkable business development, from a very small beginning. Since placing his store for sale, however, Mr. Braund has changed his mind, and decided not to sell. His son has taken over the grocery and meat departments, and Mr. Braund will henceforth devote his time to the dry goods and boots and shoes.

First Stock $50

Mr. Braund commenced business on the corner where his store now stands twenty-seven years ago. It was then only a small dwelling house, and at the start, the grocery store only occupied one room, with an initial stock valued at fifty dollars. At the time, Mr. Braund was clerking in a retail and whoesale grocery store uptown, and it was not for several months after, that he gave up his duties as a clerk, to look after his own business entirely. In the meantime, during the day his wife looked after their small trade, and he devoted his evenings to his own store. For the first six months, while Mr. Braund was still connected with the uptown store, he never drew his wages in cash, but took them in stock. It was in this way that he got his first start.

The growth of the Braund store has kept pace with the progress of this section of Peterborough, for it is in this part of the city that the extensive plant of the Canadian General Electric works is situated. It is largely with the employees of this great factory that Mr. Braund has done business. Three years after the commencement, he purchased the property, and as the business has demanded, he has added to the building. Starting first with the groceries, he afterwards added dry goods, boots and shoes and house furnishings. The premises now provide ample space for each department, and spacious quarters for storage have enabled Mr. Braund to buy to advantage in these days of rapidly advancing markets.

Some Comparative Figures

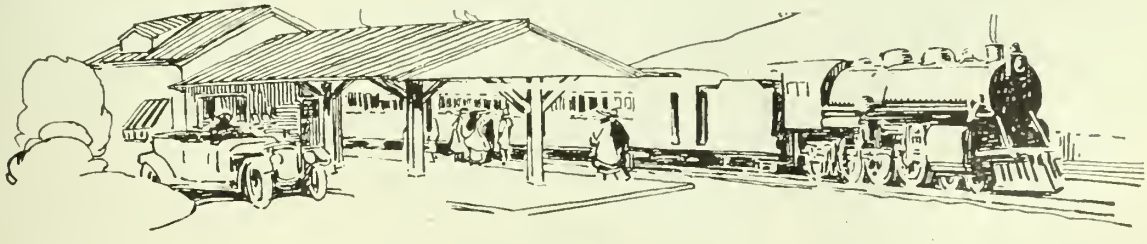
Very interesting are the comparative figures that show the progress of this business in the twenty-seven years that Mr. Braund has been conducting it. The very first day that Mr. Braund opened his store, his receipts were $1.60, and on the second day only 43 cents. The third day they reached the magnificent total of $1.07, and the fourth day, which was a Saturday, they totalled $9.00, the turnover for the first week amounting to $25. At the present time the annual turnover amounts to approximately $80,000. From Jan. 13 to June 16, one hundred and thirty-one business days, the average receipts daily amounted to $258.20.

Careful Buying Essential

Mr. Braund attributes the secret of his success to careful buying, close attention to business, and treating the customer fairly. "Make your profits out of your buying and not out of your customers," he advises, and he claims that such has been his policy ever since going into business. "Taking advantage of the markets, and purchasing in fairly large quantities, I believe, is the only way to make money," Mr. Braund added. "My trade is largely from the ranks of the workingmen, and being able to give them the benefit of wise buying, they have constituted a steady, regular source of business that has been profitable to me and satisfactory to them. My idea is that too many merchants think the money in the till belongs to them. If the goods are all paid for, then it does"

At the end of the first six months, Mr. Braund was taking in $100 per week, and of course, there has been a steady increase, until, as stated, receipts total more than twice that amount daily.

Mr. Braund believes that any young man starting in life can do what he has done. Hard work and close attention to buying are the chief essentials, Mr. Braund points out.



C.N.E. Exhibitors' Meeting Arranged

To be Held Wednesday, Sept. 1—All Manufacturers of Foodstuffs, Whether Exhibiting in Past or Not, Invited to Discuss Matter of New Food Building

PROGRESS has been made in connection with the proposition to erect a new pure food building on the grounds of the Canadian National Exhibition, Toronto. Canadian Grocer was asked to take up the matter with the manufacturers and during the past week we have heard from others, all of whom are distinctly interested in the proposed building, and who are willing to lend their support.

A meeting has been arranged for Wednesday, September 1st, at 3 p.m., in the Directors' Board Room, Administration Building, on the Exhibition Grounds. Each manufacturer interested in the exhibit of foodstuffs is urged to be represented with someone in authority who can speak for his firm.

As mentioned two weeks ago in Canadian Grocer, the Exhibition officials are prepared to consider the suggestions of manufacturers who are sufficiently interested to contract for space in the new building for a term of years. One of the manufacturers interviewed stated that now was the time to have something decided upon so that a building suitable for the purposes of the various foodstuff manufacturers could be erected.

In addition to firms mentioned in last week's issue who are interested are the following: W. G. Patrick & Co.; Red Rose Tea Company; Carnation Milk Company; Salada Tea Company; Telfer Bros.; The Cowan Co.; Maclure & Langley and others.

They all speak strongly in favor of the proposition. One of them said: "We have been advocating it for the past five years and we certainly will have a representative present at the meetings." Canadian Grocer sent out the following to a number of manufacturers who have been exhibiting in the past.

"Wednesday, Sept. 1, 3 p.m.—Date of Meeting.

'The first meeting of the exhibiting foodstuff manufacturers in connection with the proposed new pure food building at the Canadian National Exhibition, will be held on Wednesday, Sept. 1, at 3 p.m. in the Directors' Board Room, Administration Building, on the grounds. This room is on the ground floor.

"This meeting was arranged after hearing from a large number of interested manufacturers, interviewing others and discussing the matter with officials of the C.N.E.

"Such firms as the Borden Co., Wm. Davies Co., Swift Canadian Co., Salada Tea Co., Carnation Milk Co., Harris Abattoir Co., Red Rose Tea Co., Christie Brown Co., Sainsbury Bros., (California Prune and Apricot Growers), Bowron Bros., etc., etc., were interviewed and all are very anxious to see something started this year towards a new food building, where foodstuffs could be exhibited exclusively.

"September 1—Wednesday of the first week—is "Manufacturers' Day." Mark the time—3 o'clock p.m., Administration Building. Have someone from your company in authority present to discuss plans and suggestions to be presented to the Directors of the Exhibition."

Other foodstuff firms interested, whether a copy of the above letter reached them or not, are invited to have a representative on hand.

How to Preserve Window Trim Material

Valuable Aids Supplied by Manufacturers Are Often Neglected — A Monetary Loss to Both Manufacturer and Retailer—A Suggestion for Preserving Window Trims

IS IT because they cost us nothing, a lack of appreciation, pure carelessness or because a good way has not been figured out for preserving them, that so many merchants and window trimmers do not give the attention and take the care of the window trims, posters, cut-outs, etc., which some manufacturers furnish so freely but at no small expense to themselves?

A recent issue of an American publication in a short article under the heading: "Who will solve the advertising waste problem?" quotes Luddington Patton, general chairman of the regional organizations, as saying that in his judgment fully 75 per cent. of the advertising matter sent to jobbers and retailers by manufacturers is never distributed, and is therefore wasted.

It is not the writer's intention to go into the complex question of general distribution of advertising matter, but to deal with one particular avenue of waste by which the manufacturer suffers through the carelessness of the retailer, and to point out to the merchant the advantage to himself of adopting a system for taking the proper care of window trims.

Manufacturers Should Use Mailing Lists

I have always been a believer in mailing lists as the best method by which the manufacturer can place literature in the hands of the trade. Jobbers will willingly furnish lists of the customers to whom they are selling and to whom they would like advertising matter sent. Where large packages of such literature are sent direct it is often left around and eventually ends up in the discard. Manufacturers frequently flood dealers with display cards and circulars dealing with lines not handled by that particular dealer. The idea is to stimulate demand but the results obtained are naturally out of all proportion to the cost, in such cases. One circular sent with a personal letter announcing an "added line" or indicating the advantages of a certain line which the dealer has not formerly seen fit to stock, will certainly accomplish more. Then, if an order is forthcoming it can be found out how much advertising matter will be required by that dealer.

Thousands of circulars for enclosure are sent out annually by manufacturers who have not any idea as to how many of them will be used. Apart from the use of mailing lists furnished by the jobbers, it might help for the manufacturer to find out how much each dealer will distribute and confine the supply to that amount.

Window Trim Material is Valuable

There are few merchants who do not fully appreciate the value of their windows as an advertising medium. It is perhaps the best advertising factor they have, for it enables the display of the article itself, and the "art of suggestion" can be used in its most subtle form. Men, women, and children alike are attracted by pictures and bright colors, and so the cut-outs, posters, banners, etc., that the window trimmer uses, make their own special appeal. They are one of the best mediums through which the dealer can increase his business. But does the dealer appreciate and care for them as he should, or does he figure that if he loses or destroys them that he can easily get more for the asking? I fear too often that the fact that the securing of these posters costs nothing in money and very little effort on the part of the dealer, leads him to wastefulness not intentionally but thoughtlessly.

When the window trim reaches the dealer what does he do with it, providing he decides to make use of it at that time? Does he stand it in some corner out of the way where he will probably forget it, or is it left around till some box or keg is set on it and spoils its use. Or does he tie it up again carefully, label it and file it away safely where he can lay his hands on it at a moment's notice? And what does he do when he takes out a window? Does he sweep some of the trim out, put some of it here and some of it there, so that it will take half a day to again collect it?

File such literature away for future

Continued on page 29

Guelph Grocers Make Merry at Picnic

Annual Event is Held at Puslinch Lake, With Many Wholesalers and Manufacturers Guests of the Trade—An Entertaining Program of Sports

By Staff Correspondent Canadian Grocer

GUELPH, Aug. 12.—Guelph Retail Grocers' Association held its third annual picnic on Wednesday afternoon at Puslinch Lake. Promptly at 2 o'clock a large number of automobiles lined up in front of the Y.M.C.A. and members of the association accompanied by a number of representatives of wholesale houses and manufacturers from various parts of Ontario were soon on the way to the lake. Devious routes were taken, some going one road and some another, but all arrived in due time with no casualties reported.

When the cars arrived, not forgetting to mention the trucks that carried the prizes and the liquid refreshments, all got busy to carry out the extensive programme that had been provided by the committee composed of H. Todd, B. Couling, P. Husson, A. Benallick, G. Nichols, F. Stout, C. C. Borden, and E. J. Drake.

The Baseball Game

With an enthusiasm that would do credit to any school kiddies' picnic, coats and collars were discarded, for this was purely a stag affair, and Old Sol was doing his best to deaden the ardor of the merrymakers. The feature of the afternoon was the baseball game between the retailers, captained by W. Hood and assisted by C. Thomas, J. Scott, R. Elsbie, N. Northmore, L. Taylor, F. Love, G. Nichol, P. Husson, and H. H. Todd against the wholesalers and travellers, captained by George Walker with assistance from A. Simpson, A. P. Rogers, J. H. Simpson, A. J. Groome, J. Haddon, R. Moore, C. Hicks and Jack Thompson. The first spasm started with the retailers to bat and George Walker on the mound. George is some twirler but his fade-aways could not stem the tide of slugging which started with a two-base hit by Thomas, followed by another from Scott, bringing home Thomas, and so it continued until five runs were chalked up for the retailers.

With the wholesalers to bat and Scott holding down the turf, the first innings ended with goose egg chalked up for the wholesalers. The wholesalers could now see that they were on the way to the tall timber and changed their tactics by putting Simpson Sr. in the box and Walker on first. The feature of this inning was the attempt of Captain Walker to catch a fly on first. With a crash, Todd sent the ball sailing sky high for first. Walker saw it coming and carefully judging the distance put up his hands to receive it in true baseball style, but it was a foul judgment and the ball evaded his mitts and landed squarely on his chest, rendering him hors de combat for a few minutes. He quickly recovered, however, and was able to proceed with the inning, which ended with no runs for the retailers. The wholesalers did a little better with their half, bringing in one run. The third innings opened up with Taylor aeroplaning the ball to the oat field, bringing in a home run. While the ball was being hunted some one tossed an indoor baseball into the fray and the game proceeded with renewed energy, much to the amusement of spectators and players. This was the only run tallied for the retailers but the wholesalers failed to make a hit in their half. It was not until the last half of the fifth that the wholesalers commenced to show their boyhood training on the diamond. In this innings they ran up six runs and were so elated that they called off the game, but the score stood seven to eight in favor of the retailers.

Retailers Again Winners

The tug-of-war was another victory for the retailers, who succeeded in pulling the wholesalers all over the lot, much to their own amazement. Another feature was the fat men's race, which was captured by G. A. Scroggie after a neck and neck sprint with W. Morris, R. Moore being a close third.

About this time everyone was getting warmed up by the persistency of Old Sol and the exercise of muscles that had been dormant since the last picnic, so at the first invitation from E. J. Drake, the hard-worked secretary, the crowd circled around the tubs filled with cracked ice and soft drinks, while Jack Thompson wended his way through the merry throng dispensing chewing gum.

The balance of the events were then proceeded with resulting as follows:

Three-legged race: (1) Northmore and Love; (2) Barber and Benallick; (3) Orr and Milton.

Centipede race.—(1) Fry, Rogers, Groome, Orr, Simpson and Husson; (2) Couling Sr.., B. Couling, Wiggins, Thomas, Milton and Hicks.

Egg race.—(1) Sinclair; (2) F. Bibby; (3) Hicks; (4) C. Borden.

Medicine Ball race.—(1) Benallick's team; (2) Hicks' team; (3) Simpson's team; (4) Morris' team.

Boot race.—(1) N. Northmore; (2) C. Hicks; (3) R. Elsbie; (4) F. H. Barber.

Married Men's race.—(1) F. Stout; (2) A. Benallick; (3) Thatcher.

Donkey race.—(1) Elsbie's team; (2) Simpson's team.

Wheelbarrow race.—(1) Borden and Scott; (2) Benallick and Northmore; (3) Hicks and Elsbie.

Croquet Relay race.—(1) Brookman's team; (2) Simpson's team.

Bean Guessing contest.—(1) A. Benallick; (2) P. Husson; (3) G. Nichol.

Drawing for special prizes.—O'Cedar mop, S. E. Wiggings; five pounds of tea, C. Hicks.

At the conclusion of the afternoon sports the jolly crowd sat down to well laden tables on the lawn in front of the hotel. A few speeches were made and the retailers and guests all declared that this picnic was the best they ever attended.

How One Grocer Minimizes Help

C. R. Parker, Sault Ste. Marie, Ont., Believes in Installing Every Possible Labor-Saving Device—Careful Buying and Systematic Selling Are Also Parts of His Policy

"CAREFUL buying, systematic selling, and accurate bookkeeping, have meant more to my business than anything else," remarked C. R. Parkers, Sault Ste. Marie, Ont., to Canadian Grocer on the occasion of a recent visit. Mr. Parker has had 32 years in the grocery business, 16 years working for someone else, and 16 years for himself.

Mr. Parker declares he does a very large business with a comparatively small staff, and he states this is possible for the reason that he has installed every labor-saving device that he knows of. His goods are placed to make the least number of steps in serving his customers. One thing in his store that is very seldom seen, is an electric heating system. "It keeps the store and goods just like natural heat," remarked Mr. Parker, "and it has easily paid for itself. Then again there is no dust from it."

The front of the Parker store has two entrances, a door on either side of a window, Mr. Parker making full use of the window for display purposes. He believes it has the same value as a silent salesman, and he utilizes it to the fullest possible extent. Display, in Mr. Parker's opinion, is one of the most important factors in the conduct of a grocery store.

Sound Merchandising the Only Correct Basis

Speculation is Ill-Advised as Compared With Buying Light and Quick Turnovers—Slow Turn Reduces Earnings

By HENRY JOHNSON, JR.

WE ALL know the theory of many perfectly sound rules and maxims in business which we disregard in practice. Knowing what it is absolutely right to do, we continue to try to beat the game by some scheme or other. Knowing that sound merchandising is the only correct basis on which a business should be run, we all cling to the belief that some special dispensation will be made in our own case—just this once!—so we take liberties with our rules.

So it is well enough to remind ourselves of the rules occasionally and what results are certain to follow on their strict observance. Some of these examples and illustrations I have used before, but questions asked and comments made to me daily indicate that they will bear several repetitions.

First, however, let us suppose two merchants, one who buys as he needs goods for current sales, the other who speculates. Let us say we are handling package clothes pins, that the present market is $1 per dozen packages and that the market is strong. First merchant buys as he needs, one dozen packages per month, paying advances as they occur, and selling on a margin of twenty per cent., this being a staple. Here is a tabulation of four months' work with him:

1st month buys 1 doz. for $1.00; sells for $1.25; earns, gross, 25c.
2nd month buys 1 doz. for $1.10; sells for $1.37½; earns, gross, 27½c.
3rd month buys 1 doz. for $1.25; sells for $.56¼; earns, gross, 31¼c.
4th month buys 1 doz. for $1.40; sells for $1.75; earns, gross, 35c.

He now shows an average cost of $1.18 3-4 and he has earned a gross of $1.18 3-4. Buying and selling each month he has stock on hand two weeks on the average, so his average invested capital is 59 7-8c. He has earned 200 per cent. on his capital investment in the four months.

Slow Turn Reduces Earnings

The second merchant is a gambler. He buys four dozen for $4.00 and follows the market up. So he makes total earnings of $1.93 3-4 on an average investment of $2.00, or short of one hundred per cent.

Thus, on the very best showing possible, the second man makes less actual money than the first one.

But now consider further. Goods do not always go up. Sometimes they go down. On a declining market, where would those two men stand? In such circumstances, the first would make precisely the same. The second, buying four dozen for $1.40 the dozen, or $5.60 total, and following the market down, will make total earnings of 33 1-2 cents, or a trifle more than six per cent., gross, on his invested capital.

It seems to me that you can reason up and down from this illustration and the result will compel the conclusion that speculation does not belong in business and that, by and large, the speculator always loses compared with the man who simply merchandises.

The man who keeps his business poor of stock, who turns his stock by frequent repurchase, keeps his capital active to the fullest extent and thereby attains the highest mark of efficiency in his earnings. As a guide, take twelve turns as your minimum. If you keep your stock turning that often, you will get so in the habit of watching and using the want book that you will not be liable to backslide again.

What To Do With Surplus Capital

"But," says one man, "suppose I have lots of capital, why not use it to buy right?" Answer: "Because you can use it where it will make money for you much more certainly, more safely, with much less risk than in idle grocery stocks." To learn that lesson thoroughly, to grasp its entire significance, is to take the first step toward the accumulation of a competence—the one thing for which every man should work as a primary object in life.

For, if you take $25 per month in cash out of your business and put it away where it will bear six per cent. compounded quarterly, in the short span of thirty years you will have $30,000 from that source alone; and all you will have put away of your own money will be $9,000. The $21,000 will have been handed to you on a silver platter by somebody else who has earned it for you!

Can it be done? Yes; but you will have to study investments for a time before you learn how to do it with safety. Meantime, put it into Liberty Bonds, which, at present prices pay around five per cent. on the current investment and I am told around six per cent. if held to maturity.

Did you ever think of the precarious character of the grocery business? Probably not; but do it now. Say you have a stock of $7,000—a nice, clean stock, with few loose ends or old items. Looks all right and like safe property. But suppose you should be disabled tomorrow so you could no longer run the store—got so sick that you could never enter the doors again in an active way. What would that $7,000 represent then? Suppose you died—what would it represent to your estate?

Suppose again that you are doing $50,000 business in a year. Stock turned twelve times will admit of your having $3,000 to $3,500 stock, no more. So you are carrying $3,500 to $4,000 too much stock. Would $3,500 or $4,000 in cash or Liberty Bonds not be a better asset if you were disabled or better property for your surviving wife if you died?

Never Pass a Discount

If such are the potentialities of steady six per cent. interest accumulations, it will pay to consider the discounts. Here are some figures:

One per cent. discount on a thirty day bill means 18 per cent. per annum. $1,000 discounted one per cent. pays $10 for 20 days unexpired time, or better than 18 per cent. (20 into 365 goes 18 1-4 times). Two per cent. on sixty day items means 14 4-10 per cent. a year. The average on all bills discountable is probably better than 16 per cent.

Therefore, every merchant should have one religion if he has no other: that all discounts must be taken. Then it will follow that he cannot overbuy because he must buy inside of his capacity to discount. Here is another incentive to keep the stock as low as is consistent with caring for your trade.

Because you must not go to the other extreme, sometimes advocated by the thoughtless, and borrow to take discounts.

The scheme of borrowing to take discounts is one of the most appealing theories and one of the most misleading practices into which most men can be enticed. On paper it is fine. In your business it is much more apt to lose than gain you money.

Poor Old Human Nature Is Weak

Why? Because of your own human weakness. If you borrow to clean up a lot of discountable bills, you will immediately feel relieved—sort of on Easy Street. With that load off your chest, you will be apt to fall an easy prey to the first salesman who has a "splendid opportunity" to offer you to "get in right" on something you "are sure to need soon" and on which the market "is very strong"—did you ever know it to be otherwise when the persuasive salesman talked? Then you will find that when your note comes due at the bank you are not in shape to pay it because you have bought just that much additional goods. Thus all you have accomplished is to load up with more goods and some money borrowed at the bank, too!

"Discount, brothers, discount with care, if you'd be like the millionaire"—but discount only within the limits of money that belongs to you. That com-

Continued on page 29

Advertising Cuts Out Distribution Wastes Business Necessity an Asset

EDWARD N. HURLEY, president of the Hurley Machinery Company, and one of the successful manufacturers in the United States, has just delivered a very important address to the Associated Advertising Clubs of the World—a large association made up of men interested in selling manufactured products of all kinds. Mr. Hurley also has a plant in Canada which he hopes to develop extensively for export business. His address should be read by everyone interested in the grocery business in Canada.

Mr. Hurley has had unusually broad experience as a manufacturer and business man. The United States Government conscripted him on two occasions for national service. He was for a time chairman of the Federal Trade Commission, and, when during the war shipping matters got into a snarl he was called back to the Government Service to take charge and reorganize the U.S. Shipping Board.

The chief point he made in the course of his address was, that owing to the acute industrial situation existing in America and throughout the world, members of the association he was addressing had a serious responsibility, as in their hands lay to a large part the future policies in the marketing of hundreds of millions of dollars' worth of American goods. That it was not merely a local but an international undertaking that needed an international point of view. He thought these manufacturers and merchants who are not planning to sell at least 10 per cent. of their products to foreign countries were not doing their parts as business men, the parts necessary to the future prosperity of this continent.

The first step in developing business, Mr. Hurley said, was advertising, which he regarded as a necessity and an asset. He said:

The time has arrived when the manufacturer and the merchant must carefully figure advertising cost, carry it in his budget as an expense just as essential as rent or labor, properly charging it against each product and article. Advertising has been hurt by emotional appropriations—by spasmodic flares. For instance, some men still advertise only when they have spare money and never pay out a line when times are dull and they need business! The amount and nature of advertising is to be planned with the production sale. Only then can we stabilize manufacturing, merchandising and advertising.

How Products Are Known

The name of the small merchant to-day who has foresight and judgment in the merchandising of his products may be as well-known as John Wanamaker in his particular locality, or even throughout the nation. His products are known by his advertising, and his success depends upon the merits of the products he furnishes to the customers that the advertising brings to him. And the manufacturer or merchant who is advertising sanely to-day is not only laying the foundation for greater business for himself, but is selling the public on his industry. His success will be the guide post for his competitors, and the post will always read, "Advertise."

Advertising men should endeavor to make their accounts permanent. To do so they will need to know more about production. You should determine whether or not the small manufacturer or merchant who starts advertising for the first time knows his manufacturing and selling costs, is financially able to advertise and is able to fulfill all the promises you make for him. I believe the day is coming when every leading advertising agency of this country will have an expert accountant and cost man connected with it, who will carefully scrutinize the balance sheets of their new customers, recommending the necessary changes in their expenses so that the proper amount will be appropriated to care for advertising.

When you practise this method you may have a fewer number of accounts, but you will have permanent ones and the newspapers and magazines will have more permanent advertisers. Old-established and satisfied customers are the ones we all like to have on our books. We all like to go out and solicit and obtain new accounts, but when we keep them for a short period only and then see them become dissatisfied, owing to their earnings being insufficient to carry on the campaign as planned, we have made a grievous error.

Selling advertising should be based on the same theory that a salesman sells any other line of goods, that is, on the financial standing of the customer. If he is not sound financially, it is not good business to take his order. Sell him on the soundness of advertising by ascertaining first that he will be able to continue to advertise.

Advertising of a thoroughly sound and scientific kind, must of necessity cut out waste in order to give the most for the money—which is business. I know of nothing that so cuts out the waste of distribution as proper advertising, for it tends to reduce the heavy burden of the modern labor-saving machinery of advertising.

Advertising between industries can help production, too, by promoting installation of improved machinery and better materials. A man has not done his full duty when he produces a machine to eliminate human drudgery and cheapen production. He owes an obligation to society, as well as to himself, to use the educational inuence of advertising, to put its dynamic forces to work in the interest of the general welfare.

As a national advertiser I should value more highly the services of an advertising man familiar with the trade newspapers in my industry. I am fearful that our manufacturers, merchants and advertising men do not appreciate the trade publications which are doing so much from a scientific as well as a practical standpoint in stabilizing conditions and working out the many problems existing in their respective fields. When I was chairman of the Federal Trade Commission I made it a point to have the principal trade papers in the United States sent to me regularly. These were read, not only by myself, but by the entire staff, so that we might have a finger on the pulse of the country's industry. Advertising agencies placing national and international advertising could well insist on every man in their employ reading the trade newspapers of the industries of their clients, so that they may keep themselves currently informed on the conditions in the businesses for which they are writing copy. I believe in the business journals. I have been closely associated with the work of many and have made a study of them, and I am firmly convinced of the editorial strength and value of many of these publications.

Big Help to Manufacturer

A decided improvement has been made by our manufacturers in arriving at true manufacturing costs of their products and now where a manufacturer sells direct to the consumer he is generally familiar with his selling costs, and this information is available. On the other hand, where the manufacturer sells to jobbers and dealers, both of whom are necessary factors in the distribution of his wares, and through whom 90 per cent. of all our products, both manufactured and farm, reach the consumer, there is a feeling on the part of the public that the distributors are making excessive profits, and they feel that prices would be lower if only they were able to purchase direct from factory or farm. In the absence of any facts on this subject it would be folly to agree that such would be a better and more economical method of distribution.

Engineers, scientists and the Government, through the census, have accumulated almost unlimited information on the volume and cost of production. Our Government takes a complete census of manufacturing industries of the country every five years, but we have never had a survey of our jobbers and retailers and their merchandising methods. There are no corresponding statistics on distribution, although it is twice as important from the standpoint of the consumer. Many statements have been made that our merchants are responsible for high prices. In justice to them we should determine the costs of distribution by the various methods and the volume of business transacted through the various channels. Attempts to make distribution more scientific and economical are blocked by lack of authentic data. We only get soap-box figures. It is high time that this important feature of merchandising should be carefully analyzed by our Government and I earnestly urge this great organization to recommend that a bill be passed providing for a special survey to be made at the earliest possible date, so that the question of the cost of distributing our principal products may be ascertained and settled.

Advisory Board Suggested

The bill should provide for an advisory board of, say, nine members to serve without pay and to be appointed by the Secretary of Commerce, consisting of representatives from such organizations as the Associated Advertising Clubs of the World, leading trade newspapers, magazine and newspaper publishers' associations, and jobbers' and retailers' associations. This board would co-operate with the Secretary of Commerce and the Director of Census in preparing questionnaires, suggesting data required, and in other matters on which they might desire advice. There are many problems involved in this great question, and with the compiling of such data by the Government the information could be quickly analyzed and given to the public at an early date.

Anomalies of the New Tax Schedule

A Feature That Has Been Overlooked is in Regard to Mail Order Business Between Manufacturer or Wholesaler and the Actual Consumer—Small Items, It Is Claimed, Are Not, as a Rule, Invoiced.

By HENRY MILES, M.L.A., for St. Lawrence, Quebec

THERE are many anomalies in the new tax schedules. By departmental regulations or decisions the resolutions adopted by the Parliament of Canada have been satisfactorily covered in respect to objectives, and as to textual difficulties, but one feature that has been overlooked and which affords even a general interest is in regard to the mail order business or trade, if you would call it so, between the manufacturer or wholesaler and the actual consumer. The law lays down clearly the principle that a two per cent. tax applies; that the seller may absorb one per cent. of this tax, but that one per cent. must be levied upon the consumer; further—that an invoice must be rendered to the consumer showing at least a one per cent. tax charge.

This is all right enough with trading between the manufacturer and the retail tradesman. It is the trade custom to issue invoices to all dealers, but it is not the custom of the trade to invoice small items sent by mail or otherwise to the consumers.

Invoicing is Expensive

Tens of thousands of articles are thus sent out all over the Dominion in response to orders accompanied by the money to cover. Such invoices have never been sent to the purchaser. Every house in the country is transgressing the law technically in responding to these orders. The manufacturer or wholesaler makes return of two per cent. each month upon such sales but it is impracticable to comply with the law. Take for example a man in Edmonton who sends to a Montreal firm—we will say —25 cents for some article. To comply with the law and for the purpose of collecting from him one cent tax on the transaction the seller must send an invoice and collect. To do this will cost him four or five cents for stationery and postage stamps (3c)—then the buyer must spend a like amount approximately to comply with the invoice. In other words, between the two the cost of compliance would be, say, nine or ten cents to collect one cent tax.

This could not have been considered, and it would seem impossible that Parliament did so intend—ostensibly a tax of one cent on a 25 cent transaction would entail a cost to buyer and seller of ten cents, and of which the Government would get six cents for postage stamps. It would, in practice, constitute a prohibition of such trading with consumers. This would meet with serious objections. A large portion of such ordering emanates from places where there are no stores and the orders are often for goods urgently wanted. If this feature of the law is to be rigidly enforced there would be only one way to deal with such business logically.

Hope For a "Decision"

The manufacturer or dealer receiving the 25 cents would write to the buyer, return him 20 cents, expressing his regret that he cannot supply his wants and that under the Government's drastic prohibitory regulations such contact with the consumer cannot occur and, further, that to afford this information it unfortunately costs him five cents to obtain it—this to cover postage and stationery. It is hoped that the department will issue a "decision" that this tax, as between the manufacturer and any dealer or trader, must be collected by invoice and as set forth in the enactment referred to, but in respect to orders for goods to bona fide consumers—sent to the homes of citizens for consumption. Invoices need not be rendered and the seller shall — as at present — simply include the two per cent. tax in his usual monthly payments of taxes to the Government. The trade wants a departmental regulation permitting the absorption of this two per cent. tax, and the elimination of the invoice feature, which involves in one way or other a cost to buyer and seller of ten times the amount of tax the Government seeks by the text of the statute.

Representations have been made by me to the Government, and all manufacturers and wholesalers interested earnestly hope for the reaching of reasonable action in respect to same.

Manufacturers Now Advertise for 1930

The Advantages of Safeguarding the Future—Manufacturers Have More Than Just the Present to Consider—Must Make Business Secure for Years Ahead.

THE great development in household labor-saving appliances that has come about in the last year or two has given to advertising some unusual problems and promising opportunities.

If a woman has electric power in her house—and more than half of the women in the country have—and for any reason has to do her own laundry work, she needs no argument at all to convince her that a washing machine is just the thing for her to have. It is the thought of some far-seeing leaders in this industry that the great market and the absence of selling resistance may possibly bring about methods of manufacture and advertising calculated to do harm to the future growth of the washing-machine business. With this possibility in view they organized the American Washing Machine Manufacturers' Association, which comprises about ninety-seven per cent. of the country's producers in that line.

"The purpose of this organization," E. B. Seitz, secretary of the association. said to "Printers' Ink," "is in a general way to establish and insist upon a high standard of ethics in the manufacture, advertising and selling of washing machines. The need of this is shown by the mushroom crop of washing machines that has been springing up ever since the market became so great. A large number of local companies were formed to make machines and rush them on the market.

"If a manufacturer had only the present to consider he would not need to worry about ethical standards or anything else. Every manufacturer of washing machines in this country to-day —good, bad, or indifferent—has a volume of business that he cannot possibly hope to take care of. But it stands to reason that this is not going to continue for ever. So we must advertise now and work now to make the business secure in 1925, 1930 and succeeding years.

"The manufacturers have been quick to see the advantages of thus safeguarding the future. This is why they are going into advertising in such a big way—advertising not only to the user of machines but to the maker."

Mr. Seitz emphasized the fact that the manufacturers' association does not in any way attempt to fix prices. No division of market is made. The members are all competitors. They carry on their individual manufacturing, selling and price-making just as if they were in no association at all.

The advertising being done by the American Washing Machine Manufacturers' Association is an interesting commentary on the manysidedness of advertising and also an illustration of the fact that printed advertising is only one branch of publicity effort. No advertising in national mediums and newspapers is done by the association as such. But most of the campaigns being carried on by individual manufacturers are based upon ideas, facts and counsel supplied by the association. A member desiring to market a machine, say in the South, may, if he desires, consult the association headquarters and get dependable data upon which his advertising agency may proceed to lay out the campaign.

A Vast Potential Market on Farms

"Figures right here in this office," he said, "show that more than 100,000 farm-lighting plants are installed in this country each year. For the farm-house equipped with electricity the first of the electric appliances thought of is naturally a washing machine. This is inevitable. If a farm has electric power somebody is going to sell a washing machine on that farm. Is it any wonder with all this wonderful future market at our disposal that we are trying to get the whole washing-machine industry to a basis of manufacturing, advertising and selling that will enable it to live up to this great opportunity in a natural way and with the best possible results for all concerned?"

All this shows once more the truth of the assertion made several times in "Printers' Ink" to the effect that **no manufacturer can expect to make his advertising a power unto himself alone.** The electrical company sells a farm lighting equipment. This automatically creates a demand for electrical accessories which will enable the farmer to utilize the power in driving his machinery. Then comes the washing-machine man with his product. When the farm woman gets this the next logical thing is an electric iron, and so on. **He is indeed a skilful and wise advertising man who utilizes and profits by the advertising of others—even that of his competitors.** Nobody in business, be he manufacturer, jobber or retailer, gets all the trade his advertising stirs up. Much of it goes to others. But he in turn also gets help from others.

Advertising's Indirect Benefit to Others

If the writer had a little retail store he would ask for no better fortune than to have it located next door to Marshall Field. Field's advertising and windows would bring the crowds down that way and the writer would get much business from it. But he would be paying for it just the same. He would be paying in additional rent what otherwise he would spend for printed publicity. Pay day always comes in advertising as well as in anything else.

"Our idea," said Secretary Seitz, "is that the effect of much good advertising is minimized through lack of proper preparation and adequate preliminary cultivation of the field. When all this preparation and cultivation has to be done through the medium of the printed message alone the expense may be greater than is at all necessary.

"As a part of our campaign to prepare the way for the individual advertising effort of our members we are going to work in co-operation with the Government home-demonstration agents. Periodical meetings are held in which are made demonstrations of various home economics.

Demonstrations and Talks for All Members

"Miss Keown, assistant secretary of this association and an expert in domestic economy, will attend these meetings and will discuss washing machines in general. She will refer to no particular make of machine, but merely will show the great economic benefits attending their use. Such members of the association as are in that district may have their machines at the meeting for demonstration purposes."

The organized effort to make dependable washing machines as spoken of by Mr. Seitz is bearing tangible fruit already. This is seen in the readiness with which department stores now handle power machines. Formerly the department stores were inclined to keep away from power machines because the machines were so likely to get out of order. The present-day standard is so high on the well-known advertised machines that there is practically no cost for upkeep.

The strength of the instalment method is shown by the lack of inducement to pay cash for washing machines. A Chicago advertising man went to a certain store and bought a power washing machine that would cost him $164, payable in instalments of $7.50 per month. He told the clerk he did not want to be bothered with instalment payments and preferred to pay cash. How much would the machine cost him on a cash basis. The clerk told him the cash price would be $155—only nine dollars less than on instalments.

"I'll take the instalment plan," the man said. "I can use that money just as well as you can. If your cash price were $140, say, I could afford to pay cash. As it is, the instalment plan for mine."

"That's what they all say," replied the clerk.

There must be an advertising angle to the instalment selling of washing machines that the manufacturer and retailer want to keep.

SOUND MERCHANDISING

Continued from page 26

pletes the circle of reasoning, for it leads to underbuying in all lines at all times in all circumstances.

Watch Out For Shrinking Values

I can think of no better way to end this sermonette than to quote from a back number of the Saturday Evening Post, which quotes from the Commercial & Financial Chronicle thus:

"The injury to commerce growing out of this seven years of ceaseless hostilities is incalculable. An immense proportion of the population of the civilized world has been kept under arms, and millions have been slaughtered or so disabled as to become a burden to the community. While production has been curtailed and industry has been diverted to the construction of stupendous navies and of a thousand new appliances of warfare, national debts and taxation have been made more oppressive. The fact is to be most prominently noted in connection with these causes that they very largely reduced the proportion of producers to consumers. The natural result would be to exact an increased amount of labor from those laborers who remain and to compel some to be producers who had been non-producers. Most unfortunately, the first of these results has not been realized. By one of those perverse freaks which often deprive society of much needed relief, the working classes have organized influential combinations for exacting unnecessarily high wages, and, still worse, for curtailing the hours of labor; so that factitious restrictions have been imposed upon production, and the cost of products unnecessarily increased."

"The fitness of this comment is at once recognizable, but it may be well to state that it was printed August 1st, 1868. To complete the quotation, as bearing on the question, 'Does History Repeat Itself?'

"The inactivity of trade experienced throughout the United States is but a counterpart of what exists in nearly every commercial country. A deep-rooted depression has set in everywhere, enterprise being held in check and prosperity a rare exception."

If we of this generation can read the signs of the present times in the light of what happened in 1868 and following, maybe we can forestall the depression that must follow extravagance in buying, stocking, gambling, as well as spending.

WINDOW TRIM MATERIAL

Continued from page 24

use. A file is easily constructed. It should be built high enough off the floor to escape the dirt and should be large or small according to your special requirements. Make it four or five feet high and about the same depth, for some of the present trims are large. Place it wherever it is most convenient and make it strong enough so the top can be used for stock. Another plan would be to place the shelving above. Tag each parcel with the firm name and the particular goods which are illustrated. Five sections can be lettered according to the alphabet with one section for "specials." Following this plan will save time and trouble, will be another business system added to the business and will help to solve the wasted advertising matter problem.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street: Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

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INCREASE IN TELEPHONE RATES

ANNOUNCEMENT this week of proposed increases in tolls by the Bell Telephone Co. has not been received with anything like an unanimity of approval. In fact business men generally are emphatic in declaring the new proposals an imposition not to be tolerated. Inauguration of the "message rate service" in Toronto will greatly increase the cost of phone service to almost every business and commercial interest.

Toronto and Montreal business phones will cost, if the new tariff becomes effective, $60 a year, and be restricted to 100 outgoing calls a month. Other sections of the province show increases in rates according to the number of telephones and the demands upon them.

Representative business men in both Toronto and Montreal have left no doubts as to their wholehearted opposition to the proposed changes, and intend to fight them to the very utmost. The fixing of a limit of outgoing calls to one hundred per month is viewed as ridiculous, in the face of the statement of one Toronto wholesale grocer, that he has that number of outgoing calls in a day.

Consensus of opinion in regard to the application of the Bell Telephone Co. for an increase in its tariff of charges appears to be that before this company is granted consideration in this regard, it should make an effort to provide adequate and efficient service—a service compatible with the already high tolls that are being asked.

TAKE ADVANTAGE OF CASH DISCOUNTS

THE average merchant is apt to think that he loses nothing but the discount when he fails to take advantage of the cash discount offered for payment of his bill in five or ten days, and that so long as he pays before the expiration of the full time allowed his credit is A-1.

But, a perusal of an address by Webster King Wetherill, president of the Aldine Trust Co. of Philadelphia, which reveals the fact that financial men are apt to rate the merchant who fails to take advantage of the cash discount as of uncertain credit.

Mr. Wetherill says: "In all credit rating, the buyer who does not take advantage of this cash discount is always classed as of uncertain credit; and even though his statement may appear to show him a good credit risk, his credit rating is lowered when he does not take advantage of the cash discount. The best that can be said of a business man, and when once said eliminates any further consideration of his credit, is: 'He discounts his bills.' Those who discount are the highest credit; those who do not are inferior risks.

"It is to eliminate the credit risk that the discount is by natural process of business development continued at a rate higher than the use of the money is worth. The discount for prompt pay is sound in principle, and is a good practice, and differentiates between good credit customers who can discount and the slow-pay poor risks who have not got the money to pay promptly nor good credit to finance their business.

"While discount is called an allowance for prompt pay, it is in reality figured off the selling price in calculating returns, and is a penalty which the slow payer, who does not take advantage of this, pays for the use of the money and the risk of carrying the account.

"You classify your customers by their discounts—those who discount you can send all the goods they want and those who are not able to take your discounts are a class that must be watched."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

Carvell Bros., Charlottetown, P.E.I., have been appointed agents for Red Cross pickles in Prince Edward Island.

Oaken and Wyman, Halifax, N.S., have been appointed agents for Red Cross pickles in the city of Halifax. R. N. Wyman, Yarmouth, N.S, has been appointed agent for Red Cross pickles in Newfoundland.

QUEBEC

Mr. Ransom, manager of the firm of Brodie and Harvie, Montreal, is away on his summer vacation this week.

Mr. Burkhardt, of the Teco Co., Ltd., Belleville, Ont., was in Montreal last week calling on some of his representatives here.

A. M. Simmons, manager of the Walter Baker Confectionery Co., Montreal, who has been on leave of absence for some time, is now back on duty again.

E. B. Nettlefield, of E. B. Nettlefield & Co., Toronto, was in Montreal last week, and appointed J. L. Freeman & Co. agents for Red Cross pickles in the city of Montreal.

A. E. Jeandren, formerly with the Alex. Brown Milling and Elevator Co., has joined the sales staff of W. B. Brown & Co., Toronto, and will call on the flour trade in Quebec Province.

F. C. Breeze, who has been with the Canadian branch of W. J. Bush & Company for 10 years, and who opened their Toronto office some time ago, has come to be sales manager in the Montreal branch. Mr. Breeze has been very successful in opening the Toronto office, which is now in a very flourishing position.

The three-storey addition to the grocer store of Dionne and Sons at Drummond and St. Catherine Streets, Montreal, is finished on the exterior. The work to the interior is progressing rapidly. Canadian Grocer will, at a future date, describe this new addition, which is a novel one to the grocery trade in Canada.

Montgomery St. Alphonse has come to be Montreal branch manager of the firm of W. J. Bush & Company of Canada, succeeding the late Mr. Bettsworth. Mr. St. Alphonse is the eldest grandson of the founder of this firm of W. J. Bush & Company. He has been nearly 20 years with this company, serving in the Paris branch and in London. Within three weeks of a telegram notifying the head office of the illness of Mr. Bettsworth, Mr. St. Alphonse was on his way on the steamer Megantic to Montreal to take over the duties in this office. Mrs. St. Alphonse will follow her husband to Canada on the same steamer next month.

Secretary R.M.A. Now Vice-Consul for Grecian Affairs

W. C. Miller, secretary of the Retail Merchants' Association for the Province of Ontario, has been appointed Vice-Consul of Canada by the Minister of Foreign Affairs of Greece, with jurisdiction in the Province of Ontario. This is the first appointment of the kind. Mr. Miller has been advised that the British and Canadian Governments have been requested to recognize his appointment, and that he assumes office forthwith. All passports and other documents requiring consular attention in Ontario will now be looked after from Toronto.

New Goods

The Royal Crown Soap, Limited, Winnipeg, are placing on the market a new, floating, bath soap. The cake is round with tapered edge and pure white in color. The words "Royal Crown, Floating Bath," as shown in the accompanying cut, are moulded into the top of

the cake. The company point out that a soap of this character that floats may be used satisfactorily at the beaches as well as for the bath.

Big Congress Will Meet Next Month

Imperial Chambers of Commerce Will Meet in Toronto Next Month, Opening Sept. 18

Arrangements have been completed for the ninth congress of Chambers of Commerce of the British Empire, which commences in Toronto September 18 and continues during the week following. It is seventeen years since the last gathering of the kind in Canada, and eight years since the representatives of Chambers of Commerce of the Empire have assembled. Delegates from all parts of the British Empire will be present.

The King is Patron and the Duke of Devonshire, Honorary President of the Congress. Lord Desborough is President and will preside at the meetings.

Problems arising from the war will be the chief subject of discussion. Numerous resolutions on matters of particular importance, such as commercial relations between the Mother Country and the Dominions; reciprocity with all parts of the British Empire; shipping, telegraphic and cable communications and trade marks, patents, etc., have already been submitted for discussion.

SHIPPING FRUIT BY MOTOR INSTEAD OF TRAIN

St. Catharines, Aug. 19.—Some of the Niagara fruit growers this year are shipping much of their fruit by truck instead of by train. They say they find it just as cheap and the fruit gets to its destination quicker and in better shape with less handling than on the railways. It is expected that a good part of the fruit crop this year will be shipped by truck especially to points as near as Toronto.

Ontario

J. T. Menzies, of Stewart Menzies & Co., Foy Building, Toronto, left on Saturday last on a business trip to the Coast.

John Joblin, proprietor of a general store on Scugog Island, near Port Perry, Ont., was badly injured recently when his team became frightened and ran away. He was transacting some business and standing beside the waggon when the horses took fright. He managed to grab the lines but was unable to stop the horses. They dragged him about forty yards and finally the waggon ran over his leg, breaking several ligaments in the ankle and cutting his leg badly.

Wholesalers' Convention Will Be Representative Gathering

Will Assemble in King Edward Hotel, Toronto, Next Thursday and Friday—Men From Every Province in the Dominion Will be Present

THE second annual convention of the Canadian Wholesale Grocers' Association is to be held at the King Edward Hotel, Toronto, on Thursday and Friday, August 26th and 27th. From present indications this convention will be the most representative and largest gathering of the wholesale grocery trade ever held in Canada. Wholesale grocers will attend from every Province in the Dominion, and it is also expected that several wholesale grocers from Michigan and nearby States will also be present.

Hugh Blain, the president, will preside at the various sessions, the first of which will open in the ball room of the King Edward Hotel on Thursday morning at 10 o'clock.

After the invocation His Honor Lieut.-Governor Clark will extend a welcome to the delegates on behalf of the Province of Ontario. It is expected that Mr. Armand Chaput, of L. Chaput Fils & Cie, of Montreal, will reply on behalf of the visitors.

Some of the Speakers

During the convention an address will be delivered by Sir Edmund Walker, president of the Canadian Bank of Commerce, on the "Financial Outlook in Canada." J. H. McLaurin, president of the Southern Wholesale Grocers' Association of the United States, will also be present at the convention, and is to deliver an address on the afternoon of August 26th.

Mr. McLaurin is a very eloquent and forceful speaker, and occupies a very prominent position in the U. S. wholesale grocery trade.

The association, of which he is head and to which position he has been re-elected annually for 13 years, has a membership of 2,000 wholesale grocers, and his visit is being looked forward to with a great deal of interest.

It is also expected that John G. Clark, president of Michigan Wholesale Grocers' Association, and Mr. Eli Humphrey, vice-president, Southern Wholesale Grocers' Association, will be present.

Subjects for Discussion

Among the subjects to be discussed are:

Uniformity in Sales Tax Collections;
Return Goods Problem;
Drop Shipments and Specialty Orders;
Relations with Manufacturers' Contracts.

C. P. Biddle, of the Bureau of Business Research of Harvard University, will discuss the important subject of "Operating Costs and Management Problems in the Wholesale Grocery Business."

Entertainment Features.

The Toronto wholesale grocers are arranging an interesting programme of entertainment for those attending the meetings, and a special ladies' committee is appointed to look after the comfort and enjoyment of the ladies accompanying the delegates.

OTTAWA PURE FOOD SHOW IS POPULAR

Ottawa Pure Food Show is the topic of interest with the Ottawa Retail Grocers' Association just at present. The president, B. G. Crabtree, held a meeting of the association in the Pure Food hall now in course of being beautified for the Central Canada Exhibition. Surrounded by evidences of the builders' and decorators' art, the grocers talked shop and arranged to make the 1920 show a hummer. There will be 136 booths and last year the total was only 98. It is said that the secretary will soon be able to hang out the "all sold" signal, which accounts for the smile that cheers his friends and shows that everything is proceeding as should be expected in the Province of Ontario.

Fruit Baskets and Barrels Scarce

Serious Shortage of Fruit Baskets and Barrels is Reported in all Parts of Ontario

Ottawa, August.—Comment is again made in the current issue of The Dominion Fruit and Vegetable Crop Bulletin on the serious shortage of fruit baskets and apple barrels in all parts of Ontario. In some places the situation has reached an acute stage.

With every prospect of large crops of both plums and peaches, the situation is even more difficult. Factories are doing their best to turn out baskets, but the shortage of apple barrels is blamed upon new business offered to mill men and coopers by breweries. Growers who have not secured contracts for barrels are being warned to plan for winter storage of their fruit.

The supply of sugar for preserving and canning up to the present time has been ample, the bulletin says. It is also expected that there will be a sufficient quantity available for the balance of the crop. The Department has been assured by the refineries that notwithstanding the removal of control of exports, they will continue to give preferred attention to the Canadian requirements, especially for canning and preserving.

This Year's Crop Exceeds Average

Apples, Pears and Peaches in Essex County Will be Plentiful—No Shortage of Fruit This Year

Windsor, Aug. 18.—There will be no shortage of fruit in Essex county this year. On the contrary, almost every section visited shows that apples, pears and peaches will be far in excess of an average crop. The apple crop in particular will be a bumper one.

Driving through both North and South Essex yesterday one saw fruit trees in many districts propped to keep the limbs from breaking, so thickly are they laden with pears and apples.

Prices Take a Tumble

The market price for apples here has fallen from $6 to $3 a bushel, retail.

There are a few fields of tobacco where the growth appears stunted and the plant top yellow, but, on the whole, the crop promises most excellently.

The condition of corn is shown by the fact that the retail price here is down to 20 cents a dozen. A week ago the price was 35 cents. New potatoes are quoted at 55 cents a peck, against $1.25 two weeks ago.

But Most Goes to Detroit

In connection with this optimistic report it should be noted, however, that vast quantities of Essex produce is being shipped to Detroit daily. Every morning the ferry boats are congested with these loads of Canadian fruits and vegetables which go into the American market to help reduce the cost of living for Detroiters, while on this side of the river there is not infrequently a shortage of the very necessaries which the large Detroit markets advertise as bargains.

HOW LIVING COSTS SOAR IN DETROIT

Increase in June of This Year Over Prewar Rates Reaches 136 Per Cent.

Detroit.—The six months' period from December, 1919, to June, 1920, showed the largest increase in the cost of living in Detroit of any similar period since the beginning of the world war in 1914, according to statistics published here.

The method of arriving at this conclusion is to measure the percentage of increase over the schedule of prices which prevailed in December, 1914.

The report for December, 1919, showed that in Detroit the general living cost was 107.87 per cent. above that of the 1914 level. In June, 1920, this increase had risen to 136 per cent. The largest single increase is in food prices, which had risen last December to 99.47 per cent. above the 1914 normal, and to 132 per cent. in June this year.

A careful comparison of existing prices of foodstuffs in Windsor and Detroit shows practically the same ratio of increase on both sides of the river.

Old Country Goods Again Finding a Place on the Canadian Market

Imports From the British Isles and From European Markets Are Showing Considerable Improvement in the Way of Better Receipts—Confectionery Slow Because of Prohibitive Prices

IMPORTING from the British Isles and from European markets has considerably improved in the past six months, in a number of lines, but as regards others there is still very little coming forward. In the latter list, confectionery figures prominently, and the high prices asked for the English article almost make it prohibitive for the Canadian market. Lack of production is still more or less evident in the Old Country, and in certain commodities there is no surplus for export, the demand over there being fully equal to the supply. However supplies for manufacture are being offered more freely, but the high costs of labor and materials are rendering prices still abnormally high. Manufacturers of food products are reported as being very busy, and Canadian representatives of English concerns, recently returned from a trip abroad, express the opinion that conditions are gradually approaching normal, and that within another year the markets in the Old Country, in the way of output, should approach practically a pre-war basis.

Little English Confectionery

Speaking in reference to the importation of Old Country confectionery, E. W. Langley, of Maclure and Langley, told Canadian Grocer that there was practically none coming forward. The cost of sugar to the manufacturer in the Old Country rendered the price very high. The fact that the sugar was shipped from this side to England increased its cost to such an extent that it made confectionery prohibitive for sale on this side. The Canadian confectionery of course could be handled at a lower figure too, and this condition also operated against the marketing of the English lines in Canada. Until the sugar situation abroad improved to such an extent as to bring down the prices, Mr. Langley did not anticipate any free movement of English confectionery to this country.

Maclure and Langley are importing an English sardine that already is finding a ready sale. Shipments are arriving freely and Mr. Langley is not anticipating any difficulty in securing regular, steady consignments, sufficient to meet Canadian requirements.

Only 100 Tons Monthly

English made preserves are only coming to this country in limited quantities, according to J. T. Menzies, of Stewart, Menzies & Co., Toronto representatives of Old Country firms. Orders for preserves are pro-rationed, and Mr. Menzies told Canadian Grocer that the British Government only allowed them one hundred tons a month. This amount of course is entirely inadequate to meet the demand, but until the situation improves abroad, no better shipments may be expected. As regards pickles, vinegar and marmalade, receipts from the Old Country appear to be normal, and these lines once more are established in their old favor on this market.

Stewart, Menzies & Co., representing a particular English confection, are bringing only very small shipments to this side. In fact the big luxury tax that is on confectionery over there, and as stated previously in this article, the high cost of production, make it almost folly to handle it at all in Canada.

Steady shipments are coming forward of the Norwegian sardines that are imported by this firm. Consignments are freer than they have been for some time, and no difficulty is likely to retard a constant supply, equal to the Canadian enquiry.

Many Lines Improve

W. G. Patrick & Co., Toronto, report receipts of the particular brand of Norwegian sardines that this company imports as coming rather slowly. The pack this year is said to be small, and full deliveries are not expected. As regards imports of English foodstuffs, the several lines imported by this firm are coming along in fairly good quantities, and improvement is noted from time to time. Mr. Patrick only recently returned from the Old Country, and reports conditions as being much better. English manufacturers are still hampered by a lack of production, but on the whole there is a vast improvement as compared with six months ago.

Harold F. Ritchie & Co., Toronto, are receiving regular shipments of a certain fruit salts from England. In fact most of their lines are arriving freely now. Receipts of olive oil are more or less restricted, because of the joint action of the three governments, France, Italy and Spain, in controlling exports of olive oil from these countries. However there seems to be no actual shortage of olive oil on this market.

Support the Agents

Writing in the report on the Trade of Canada and Newfoundland, the Canadian Trade Commissioners, in urging the support of manufacturers' agents, state:

"In the previous annual report on the Trade of Ontario reference was made to the necessity of giving these Canadian representatives the fullest possible support. Several cases of the lack of such assistance came to notice this year. One may be mentioned here. The local representative of a United Kingdom firm was making strong efforts to induce the purchasing agents of a large buying organization to give British goods a trial in place of those of a foreign country. The buyer offered to instal one unit of the United Kingdom manufacture on condition that were its life less than that of the competing line the British goods should be paid for pro rata; if its life were longer than that of the competing line, the British goods should be substi-

Continued on page 48

MANUFACTURER'S AGENT, BROKER, AND COMMISSION MAN ARE DEFINED

In the handling of merchandise from the manufacturer to the retailer and ultimately to the consumer, goods pass through different hands, and the service rendered by these several persons is interesting in a number of this kind.

"What is a manufacturer's agent?" There are some people who confuse a manufacturer's agent with a broker or a commission man, and all three are different. A manufacturer's agent is an employee of a manufacturer, representing the latter in a place where his own particular sales staff does not reach this particular buying public. On the other hand a broker is neither a buyer nor a seller. He is merely the intermediary that negotiates the sale. The goods to be sold are never in his own name. He seeks the goods, and then finds a buyer for them. Then again in the case of a commission man, he is an actual buyer and an actual seller. He buys from the manufacturer at a certain discount usually, and sells, allowing himself commission on the transaction.

Handy Directory

Manufacturers' Agents and Brokers

For the benefit of Manufacturers, we give below the list in detail of Grocery Brokers and Manufacturers' Agents using space in this Section

British Columbia

Donaldson-Phillips Agencies, Ltd., 124 Pacific Bldg., Vancouver.
W. H. Edgett, Ltd., Vancouver.
C. T. Nelson, 534 Yates Street, Victoria, B.C.

Alberta

B. M. Henderson Brokerage, Ltd., Kelly Bldg., 104th St., Edmonton.

Manitoba

Donald H. Bain Co., Winnipeg.
C. Duncan & Son, corner Princess and Bannatyne, Winnipeg.
W. H. Escott Co., Ltd., Winnipeg.
Gibson, Paterson, Brown, Ltd., Winnipeg.
C. H. Grant Co., 810 Confederation Life Bldg., Winnipeg.
Geo. W. Griffiths & Co., Ltd., 246 Princess St., Winnipeg.
W. L. MacKenzie & Co., Ltd., Winnipeg.
A. M. Maclure & Co., Maltese Cross Bldg., Winnipeg.
Mason & Hickey, 287 Stanley St., Winnipeg.
The McLay Brokerage, Winnipeg.
Mowat & McGeachy, 91 Albert St., Winnipeg.
Nicholson-Rankin Ltd., Winnipeg.
H. P. Pennock & Co., Ltd., Winnipeg.
Richardson-Green, Ltd., Winnipeg.
Scott-Bathgate Co., 149 Notre Dame Ave. E., Winnipeg.
Watson & Truesdale, Winnipeg.
Frank H. Wiley, 533-537 Henry Avenue, Winnipeg.

Nova Scotia

Canadian Products Exchange, Ltd., 702 Robie St., Halifax.
Gaetz & Co., 640 Barrington St., Halifax.
R. E. McConnell, Sydney, N.S.
Norman & Green, Sydney, N.S.

Ontario

H. C. Brennan, Booth Bldg., Ottawa, Ont.
Chadwick & Co., 34 Duke St., Toronto.
T. Ashmore Kidd, Kingston, Ont.
W. G. A. Lambe & Co., Toronto.
Maclure & Langley, Ltd., 12 Front St. East, Toronto.
J. K. McLauchlan, 45 Front St. E., Toronto.
S. H. Moore & Co., Excelsior Life Bldg., Toronto.
John J. O'Donnell & Co., Heintzman Bldg., Windsor, Ont.
W. G. Patrick & Co., Ltd., 51 Wellington St. W., Toronto.

Quebec

Belgo-Canadian Trading Co., Reg'd., 103 St. Francois Xavier St., Montreal.
S. G. Bendon Utility Co., Montreal.
Canada Produce Co., 171 St. Paul St. E., Montreal.
Albert Dunn, Quebec, P.Q.
Paul F. Gauvreau, 85 St. Peter St., Quebec.
A. H. M. Hay, 80 St. Peter St., Quebec.
Joyce Co., Ltd., 307 St. James St., Montreal.
Rose & Laflamme, Ltd., Montreal.
St. Arnaud Fils Cie, St. Nicholas Bldg., Montreal.
Silcox & Drew, 33 Nicholas St., Montreal.
K. Smith, 1696A Hutchison St., Montreal.
O. M. Solman, 73 McGill College Ave., Montreal.

Saskatchewan

John Pritty, Ltd., Regina.

New Brunswick

The Smith Brokerage Co., Ltd., St. John, N.B.

NICHOLSON - RANKIN LTD.

WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

If it is up-to-date, reliable representation you seek, write us. Our methods are different.

BRANCHES
- **REGINA, Saskatchewan**—under management of Mr. J. C. Ryan.
- **SASKATOON, Saskatchewan**—under management of Mr. Ross L. Forbes
- **CALGARY, Alberta**—under management of Mr. William H. Dingle.
- **EDMONTON, Alberta**—under management of Mr. Harry M. Judge.

NICHOLSON-RANKIN LIMITED

THE SERVICE BROKERS

WINNIPEG CANADA

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

THE BORDEN CO., LTD. - - **Montreal, Que.**
Evaporated and Condensed Milk.

CALIFORNIA PACKING CORP'N, **San Francisco, Cal.**
Del Monte Canned Fruits, Vegetables, etc.; Del Monte Dried Fruits, Raisins, etc.

CANADA STARCH CO., LTD. - **Montreal, Que.**
Crown Brand and Lily White Syrup, Canada Corn and Silver Gloss Starch, Glucose, etc.

CANADA NUT CO., LTD. - - **Vancouver, B.C.**
Squirrel Brand Peanut Butter and Salted Peanuts

COLUMBIA MACARONI CO. - **Lethbridge, Alta.**
Macaroni, Vermicelli, Spaghetti, etc.

CREAMETTE CO. - - **Minneapolis, Minn.**
Creamettes, Macaroni, Vermicelli, Spaghetti, etc.

CROWN BROOM WORKS, LTD., Vancouver, B.C.
Brooms, Woodenware.

DOMINION SUGAR CO., LTD. - Chatham, Ont.
Factories: Wallaceburg, Chatham and Kitchener—Granulated, Lump, Icing and Powdered Sugar.

FOSTER & HOLTERMANN, LTD., Brantford, Ont.
"Pride of Ontario" Honey.

GORMAN, ECKERT & CO., LTD. - **London, Ont.**
Olives, Spices, Extracts, etc.

HARPER PRESNAIL CO., LTD., **Hamilton, Ont.**
Pathfinder, Irene and Elk Cigars.

INGERSOLL PACKING CO., LTD., **Ingersoll, Ont.**
Royal Oxford Cheese, Ingersoll Cream Cheese.

KELLOGG TOASTED CORN FLAKE CO.
Toronto, Ont., and Battle Creek, Mich.
Waxtite Corn Flakes, Krumbles and Krumbled Bran.

KING BEACH MFG. CO., LTD., Mission City, B.C.
Jams, Jellies and Marmalades.

W. S. LOGGIE CO., LTD. - - **Chatham, N.B.**
Blueberries, Codfish and Lobsters.

NATIONAL LICORICE CO. - **Montreal, Que.**
Licorice.

PROCTER & GAMBLE DIST. CO. OF CANADA, LTD., - - - - - - - **Hamilton, Ont.**
Bulk Crisco and Soap Chips.

STANDARD EXPORT & IMPORT CO.
Stavanger, Norway
N.B. Brand Norwegian Sardines.

J. H. WETHEY, LTD. - - **St. Catharines, Ont.**
Jams and Marmalade, Bulk and Package Mincemeat.

Mason & Hickey

287 STANLEY STREET WINNIPEG, CANADA

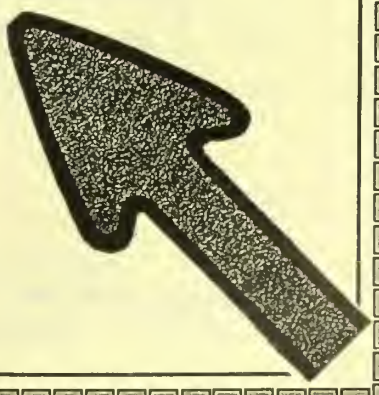
Cable Address: "Langleyew"

Maclure & Langley Limited

Manufacturers' Agents
Importers and Exporters

Grocers, Confectioners and Drug Specialties

TORONTO
Montreal Winnipeg



Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from a **broker.**

"BEST IN THE WEST"

HEAD OFFICE:

WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER

Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

Exercise Careful Judgment When Marketing Goods

For Seventeen years Scott-Bathgate Co., Limited, have devoted their time and efforts to the successful marketing of reliable firms' products. Our organization is amply equipped with excellent storage facilities and a staff of strong salesmen looking after the wholesale and retail trade.

Our satisfied clients can testify as to the unusual service and all-round reliability. A good proposition is always worth a trial. When you enlist our services you are sure of a solid backing.

Scott-Bathgate Co., Limited

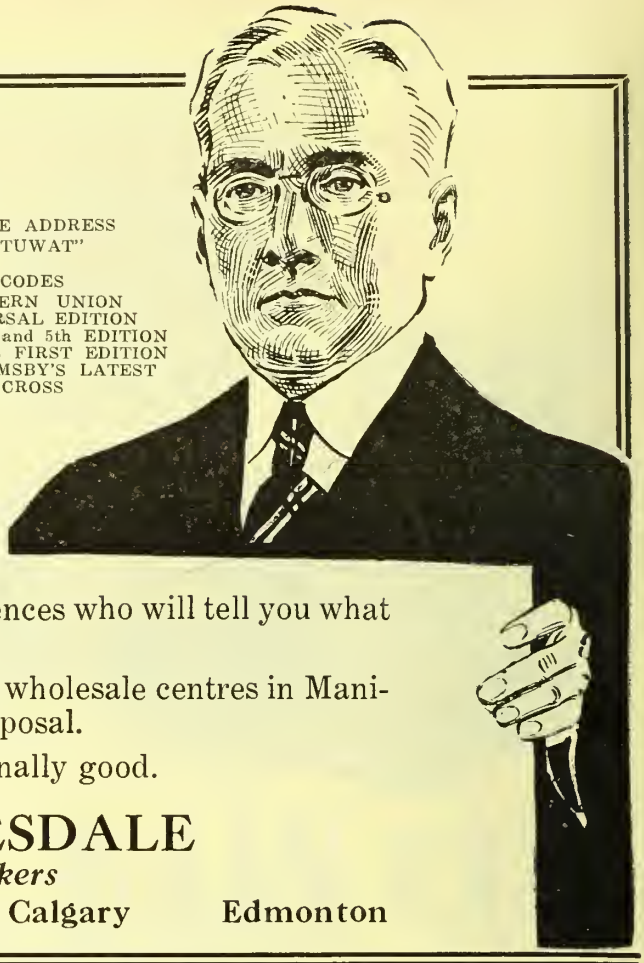
Importers and Commission Merchants

149 Notre Dame Avenue E. **Winnipeg**

To MANUFACTURERS
and
PACKERS

You are looking for

RESULTS



CABLE ADDRESS
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CODES
WESTERN UNION
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BENTLEYS FIRST EDITION
J. K. ARMSBY'S LATEST
CROSS

Write us and we will give you our references who will tell you what we have done for them.

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Business prospects in the West are exceptionally good.

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An Established Record for Real Service

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We have placed many brands of products solidly on the market—among them are "Brunswick Brand Sea Foods" and George Payne & Co., Ltd., of London, Eng., Indian and Ceylon Teas.

This service is also at your disposal. Write for particulars.

C. Duncan & Son

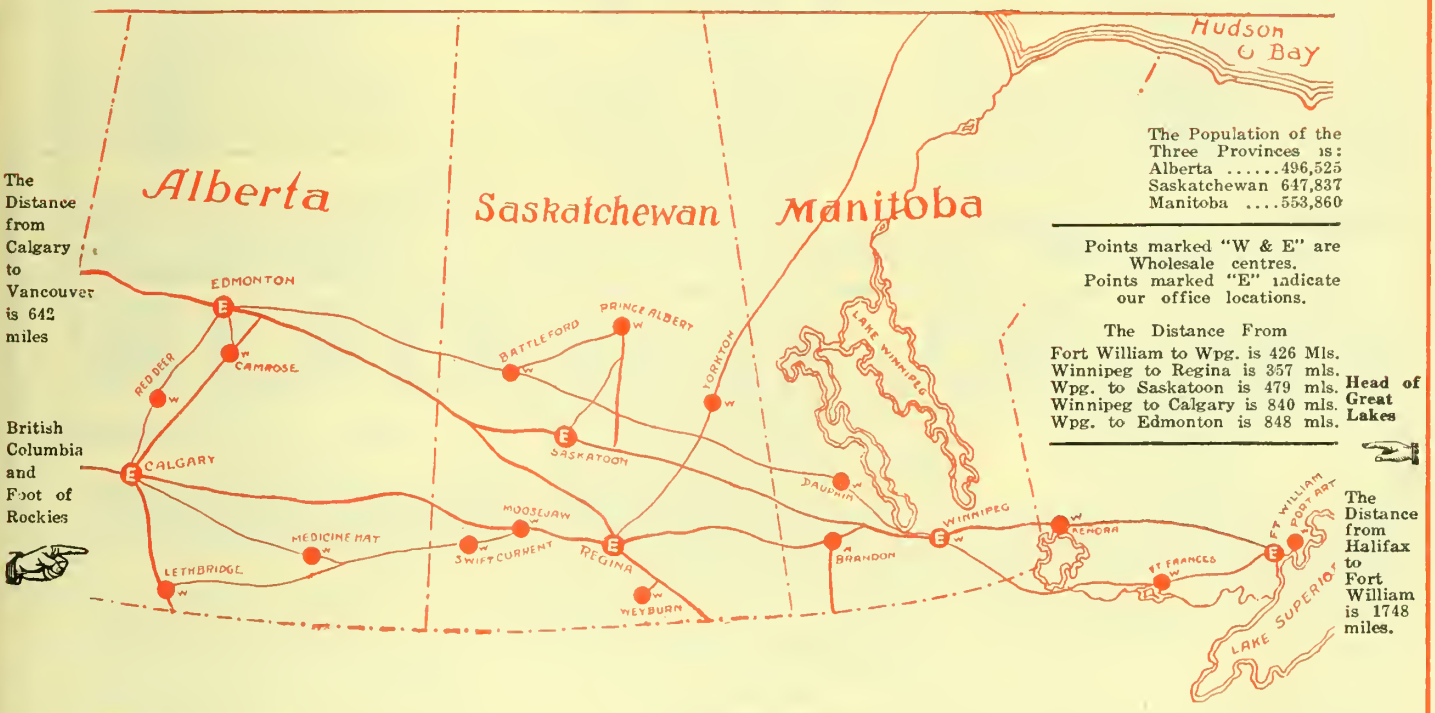
Manufacturers' Agents and Grocery Brokers

Established 1899

Winnipeg - Manitoba

Cor. Princess and Bannatyne

Your Products Marketed in This Rich Territory



The above skeleton map shows the territory we cover. We can give manufacturers efficient representation in this vast territory from the Great Lakes to the Rocky Mountains. We have a reliable selling organization, have six large houses in this field and are ready to give your product aggressive and intelligent representation.

Write us about your particular line and you will receive by return mail all information.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

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MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

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Special, all grades Sugar for immediate shipment
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THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
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MALTESE CROSS BUILDING
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GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

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Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
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We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
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Winnipeg Regina
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Calgary Saskatoon
We work The Retail Trade

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W. H. Edgett Ltd.
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Wholesale Purchasing Brokers
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In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
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JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
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Would you like to have an Energetic, Progressive firm represent you in Saskatchewan? Pritty has the reputation for "Putting it over." Wholesale and Retail trade canvassed for you. Personal attention to every account. Appoint "Pritty" for Saskatchewan. 100% efficiency.

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Albatross Pilchards

Lantic Sugar

We Represent the Above Lines, Write US ABOUT Yours

H.P. PENNOCK & CO., LTD.

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MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

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Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

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Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Say you saw it in Canadian Grocer, it will identify you.

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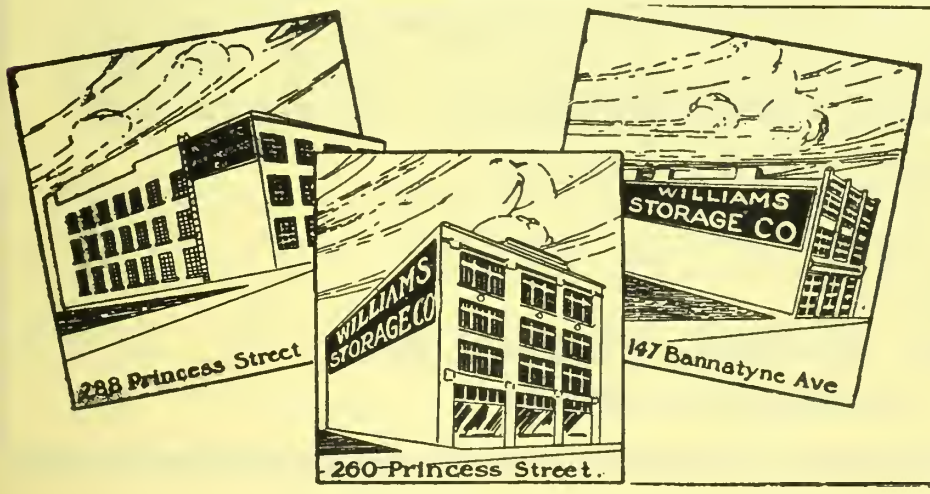

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONT

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

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Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

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Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Manufacturers & Wholesale Grocers

UTILITY SERVICE

What it Stands For and its Benefits

We are headquarters for reducing your surplus stocks at best possible prices; secure your needed requirements of any article that can be procured and are willing co-operators.

We are open for **AGENCY REPRESENTATION**. Let us represent you, for our experience, and ourselves, are

ALWAYS AT YOUR SERVICE

S. G. BENDON UTILITY CO.
St. Nicholas Bldg., MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Owing to advice from European Firms my trip to England has been postponed to August 27th. If interested in European trade
Write or wire immediately.
73 McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires | Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
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I am buyer of Peas & Beans of all kinds
Mail Samples and Prices

AGENCIES WANTED
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For the Dominion Best References.
JOYCE CO., LTD.
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CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

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Commission Merchant
QUEBEC, P.Q.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

CAPE BRETON & NEWFOUNDLAND

WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.

Sydney, N.S. **NORMAN & GREEN** St. Johns, Nfld.

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IN THE HEART OF THE FAMOUS GARDENS OF NIAGARA

WETHEY'S STRAWBERRY JAM

IS PRODUCED

The Perfection of Deliciousness is Attained in this Jam.

Grocers handling WETHEY'S Jams have doubled and trebled their jam turnover.

HAVE YOU TRIED THEM?

J.H. WETHEY, LIMITED, ST. CATHARINES, CANADA

3 Reasons why

A Good Broker

will handle your goods to better advantage

1. Specialty salesmen, working from their own centres, covering the trade regularly and systematically, in both slack and busy seasons, assure your product being kept in front.

2. From the standpoint of **economy** this method—as is absolutely obvious — is enormously more efficient than the best travellers carrying the **one** product.

3. The results of this method, proven in case after case, for our present clients, show what we could do for you.

We have these facilities

We believe we can give you advantageous service.

Let us tell you about it.

S. H. Moore & Company
LIMITED
GOOD GROCERY BROKERS
Excelsior Life Building
TORONTO, ONT.

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada.

It is a very handy guide for traveling salesmen and copy will be sent to anyone connected with the grocery business without charge. Regular price 10 cents per copy.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto **Phone A. 5740**

Where Mergers Mean Lower Prices

Breaking Up of Trusts Has Not Resulted in a Decline in Values, But Rather Results Have Been in the Other Direction—How It Works Out

THE idea that big industrial mergers when efficiently operated under a broad policy are in the public interest in reducing the cost of production and the price of commodities and goods to the consuming public is borne out in an article in Forbes' Magazine by Paul Clay, who points out that the consequences of "trust-busting" in the United States have invariably been to increase rather than reduce prices. He instances the tendency of the markets for coal and beef as the result of more recent dissolutions, and calls attention also to the consequences of the action of the Government in regard to the oil, tobacco and railroad trusts, as well as many minor combinations, over a period in which the Federal Trade Commission has been very active " in the public interest." The cost of living, and especially the price of articles taken out of the hands of the "trusts" have gone higher and higher; they were doing so even before the war rise began. Mr. Clay instances a few of the more important cases:

The Tobacco Trust

The tobacco "trust" was dissolved May 29, 1911. From that date to the middle of January, 1913, ten leading grades of tobacco as quoted by Dun's Review rose from 9.75 cents per pound to 10.95, gaining 12.3 per cent. in price in about a year and a half. The 1913 farm price, meaning the average figure received by the tobacco growers, was 12.8 cents, against 9.4 for 1911; and the 1913 average import price of tobacco leaf suitable for cigarette wrappers was $1.288 per pound, against 97.63 cents for 1910. Yet such were the changes in the qualities and prices of finshed tobacco products that the tobacco companies after paying these higher costs immensely added to their own profits. The public, of course, paid the bill.

The Meat Combine

Following the dissolution of the meat "trust" by Attorney-General Palmer in February of the present year, meat prices straightway began to rise. We have the Government's own record on the subject, prepared by the Bureau of Labor. These relate to retail prices, and the averages of March 15 are the latest thus far available. During the month ended on that date meat prices moved as follows at retail:

Sirloin steak	up 0.4 per cent.
Round steak	up 1.0 per cent.
Rib roast	up 1.0 per cent.
Plate beef	down 1.0 per cent.
Pork chops	up 4.0 per cent.
Bacon	down 0.2 per cent.
Ham	up 1.0 per cent.
Lamb	up 2.0 per cent.
Average	up 1.02 per cent.

During the first month after the wrecking of the meat "trust" the average retail price of meat went up about 1 per cent. All wholesale beef is now about 25 per cent. higher than before the dissolution, and pork 6 per cent. higher.

The failure of the Sherman law, Mr. Clay argues, is that competition is not restored in the way the public believes it to operate. Competition means lower prices when supply exceeds demand, but it actually means higher prices when demand exceeds supply. As a matter of fact, he explains, the American trusts before the war were not price boosters but price regulators; they strove to prevent fluctuations. When prices dropped they reduced production to stiffen them, but when they tended in the other direction they increased output and drew on their stocks to prevent increases. This policy was due not to philanthropic regard to the public welfare, but to a good, sound self-interest, or what one might call a wise selfishness. The answer is that stability of prices increases profits. Illustrating how trusts can reduce prices Mr. Clay adds:

In 1901, the year when the Steel Corporation was formed, the average market quotation of eight leading grades of steel was $35 per ton. In the great boom of 1906-7 it got up to $38.60, and then it gradually declined under the influence of quantity production to $28.50, which was the average for the year 1914. Standard Oil was formed in 1870, in which year the average price of kerosene was about 47 cents. From that time the price rapidly fell to an average of about 14 cents in 1879, and was down to 7 1-4 when the "trust" was dissolved.

Criticism of administration of the Sherman law is offered in that mere bigness is aimed at. The good in the mergers, the benefits of organization in reduction of production, are lost by dissolution, and the evils remain and are exaggerated. The United States Steel Corporation has been keeping prices down since the close of the war because that concern is an efficient producer. Dissolution would have meant the discouragement of such a policy and a tendency to take all the tariff would bear with the smaller manufacturers only too glad to take the highest possible figgure.

Selling Sugar Under the Market Price

Montreal Grocer Sold Sugar Last Week at 22 Cents per Pound—Proved a Profitable Drawing Card

A MONTREAL grocer was selling granulated sugar last week at 22 cents per pound. This, in view of the fact that sugar is costing twenty-four cents per hundred, is remarkable and it is not surprising that it drew much trade to the store during the week. Not only was it white sugar that he was selling, but it was package sugar.

When approached by Canadian Grocer regarding this sale, the merchant said: "There is hardly any profit in the sale of sugar at any time. We bought this sugar before the last advance and we are giving the public the full benefit, even without taking the small profit that the Board of Commerce says is permissible. We do not lose by selling it at a very small profit for very few of those who come to buy sugar go away without making other purchases. Besides this, it increases our sale of fruit. There are more ways than one of advertising and this is one way we adopt."

OLD COUNTRY GOODS AGAIN

Continued from page 33

tuted in nine units for the foreign line. There was no doubt as to the quality of the British products. The agent stated he would make the proposal to his principals in the United Kingdom. He wrote them in June and several times later, and up to November had not received a reply. The result is that (1) the local agent feels annoyed at the lack of any acknowledgement, (2) he does not care to approach the buyer with other goods he has to offer, (3) the foreign goods are still in use, and (4) there has been created an incorrect impression in the buyer's mind that the British line is not equal in quality to that of the competing firm.

The United Fruit Companies commenced operations last week on an extensive canning factory at Aylesford, N.S., which is being erected on a site purchased from A. R. Graves, west of the railway station. It is 165 feet long by 40 feet wide, and costing in the neighborhood of $50,000. The plant will be equipped both for canning and for the manufacture of cider and vinegar from the inferior grades of apples purchased from the subsidiary companies of the United Fruit Companies.

NEWS FROM WESTERN CANADA

Western

W. Murray, of the W. G. Patriek Co., Ltd., Winnipeg, has returned from a well-earned holiday and is again to be found at his place of business.

Hugh Atkinson, Dauphin and Yorkton, representative of Mason and Hickey, of Winnipeg, is contemplating making a trip to Franee and will be away about five weeks.

J. S. McBean, representing the Dominion Tobaceo Co., Montreal, was in Winnipeg this week on a business trip, calling on their Western representatives, Donald H. Bain Co.

Donald H. Bain Co., Winnipeg, Western representatives for J. H. Seniors & Co., London, Eng., are receiving good supplies of all kinds of fish and meat pastes.

William G. Werner, representing the Proctor and Gamble Distributing Co. of Cincinnati, O., paid a visit to their Winnipeg representatives, Mason and Hickey, recently.

F. K. Keogh, representing Hill Bros. Co., New York, is on a business trip to Winnipeg, calling upon their representatives, Donald H. Bain Co. Mr. Keogh renewed acquaintanee with many of his old friends.

There has been a reorganization in the General Speeialty Co., of Vancouver, manufacturers of "Kwik" hand cleaner and other domestic speeialties. J. D. Gilchrist and J. A. Brownsword have purehased the interest of F. W. Hodgetts.

Hugh Welsh, former representative of Van Camp Co., has aceepted a position with Mason and Hickey, of Winnipeg, as specialty salesman. Mr. Welsh will be calling on the trade from Winnipeg to Vancouver.

Occupying the building vacated by A. P. Slade & Co. at Cambie and Water Streets, Vaneouver, B.C., is a new firm of wholesale fruit and produce dealers, Robt. Efford Co., Ltd. Robert Efford, with his brother, conducted a retail grocery business in Vancouver under the name of Efford Brothers for thirteen years. With Mr. Robt. Efford as secretary of the firm, is Roy Foster, who was for many years with the Slade house.

A. P. Slade & Co., Ltd., Vancouver, B.C., have moved into their new premises at 155 Water Street, whieh they reeently purchased. The building has been remodelled to suit their requirements. In addition to the usual fruit lines the Slade house has decided to handle jams. They already have their own peanut butter plant, which, by the way, is being doubled at the present time. The top floor of the building is being used to carry a $30,000 stock of confectionery as Slade & Co., Ltd., have obtained exclusive handling of the Dingle and Stewart Co.'s products in British Columbia.

Employees of Kirkham's Ltd., Enjoy Picnic

Victoria, B.C., Aug.—The annual picnic of the staff of H. O. Kirkham & Co., Ltd., was held recently at Prospect Lake. About 150 people left town in the firm's cars, tally-hos and about a dozen private ears, arriving at Prospect Lake at two o'clock.

The water proved the most attractive element and a number of swimming raees were contested, the majority of those present taking part. Owing to the intense heat the track events were held over until the evening, when a very good programme was run off. About a dozen events took place, comprising 75 yards sprints for adults, 50 yards sprints for children, three-legged race, running baekwards, hand and toe race, spoon and potato race, wheelbarrow race, broad jump and ending with a tug-of-war between the married and single men. The ladies, not to be left out of this part of the sports, arranged a tug-of-war on their own account, the single ladies proving the better pullers.

Supper, supplied by the firm, was served at 5.30, and everyone heartily enjoyed themselves. The committee in eharge wish to thank the various wholesale firms and the individual donors who generously contributed prizes to the many events.

The committees in eharge were: Transportation, W. H. Lester and Miss E. Black; Refreshments, the Misses Dodge, Crawford, McPhee, Jones, Hayward, Caldwell, Bruce, Morry and Messrs. J. Warr and F. Anderson; Sports, Gus Meehan, N. Mudie and T. Milburn. Sam Kirkham as M.C. worked very hard, and, together with the various eommittees, succeeded in making the picnic one of the best the firm has ever had.

"People's Providers" Are Now Situated in New Premises

New Westminster, B.C.—The Peoples' Providers "Kash and Karry" have moved recently from 656 Columbia Ave., New Westminster, B.C., to 646 Columbia Ave., just a few doors from their old stand. The new store has two entrances to the main street, a full basement, with another frontage on the back street. One side of the store will be given over to fresh meats, with groceries opposite. The offiees are on a balcony in the rear, and N. S. Rattray, the manager, is fixing up an ieecream parlor and tea room on the baleony. An added attraction that will be greatly appreciated by the ladies from the country is fully equipped rest-room that Mr. Rattray is putting in. The basement will be used for feed and grain.

Must Not Sell After Six O'clock

Winnipeg Merchants Are Not Permitted to Sell Groceries After Six o'Clock—Must Abide by Regulation

Merchants in Winnipeg will have to elose their stores at six o'clock in the evening, and any effort to sell groceries after that hour will be contrary to the by-law.

Action by the city, is authorized by the Shops Regulation Act, passed by the Legislature in 1918. It prevents the sale of groceries after regular elosing hours. The city delayed enforcement of the by-law to ascertain if some modification could be made whereby small stores would not be tied up completely.

J. H. Curle, secretary of the Retail Merchants' Association, headed a deputation that urged that protection be given the retail trades and that the city decline to permit stores to exploit the grocery business.

According to the deeision of the committee, stores must discontinue selling groceries if they wish to do business after six o'clock in the evening.

Getting Them on the Wing in Business

The joy of shooting wild birds is to get them on the wing, and the harder and more difficult the shot the better it makes one feel when the bird drops.

And picking up the birds after they have scattered is a still greater joy.

In your store you have a gun, double barreled, capable of bringing you the same joy you experience in the field. You can pick your game in bunches or singles as they pass by.

I speak of your store windows. Your windows are the business guns that turn the passing stranger into your store. If you load the windows with the right kind of merchandise, properly displayed, you will get results that oftentimes will surprise you. If you let your windows lie idle, or fill them with goods in a haphazard way, your results will be the same as if you went after partridge with your shells loaded with peas.

Load these business guns two or three times a week. Put in one special display and surround it with merchandise that ean be sold in combination. Arrange your lighting as they do on the stage—have it directed on your prineipal eharaeter. Good results will follow.—Red Ball.

Examine the Root Causes of High Cost of Living

What the Increase in Freight Rates Will Mean in Enhancing the Cost of Living—Merchants Urged to Check All Freight and Cartage Bills

G. G. YORKE, Toronto, Ont., writing to Canadian Grocer on the matter of increased freight rates, says:

"Advocates of drastic measures by Government departments, having for their object fixing of the prices of staple lines handled by grocers, should pause awhile to examine the root causes of high prices; for instance, the cost of raw material, of manufacturing, of packing, of containers. Then follow up the loss through damage and theft in transit. Did they but get the true facts their zeal for further enquiry would vanish. However, for the present let us review freight and cartage charges.

Raw material, 40 per cent. advance in freight to factory, with additional charge for cartage. Then from the factory to the jobbing centre another 40 per cent. advance in freight plus loss by damage and charge for cartage. Then from the jobbing centre to the country retailer, another 40 per cent. increase in freight, plus loss on account of theft, damage and again cartage.

All On the Retailer

"We obtain a concrete idea from this illustration how the increases in freight rates are all finally piled upon Mr. Retail Grocer, and they are going to be so really heavy that he cannot sustain the burden, so he will, in self-defence. be compelled to put the added weight of it all on to the retail price. How much should he add to cover freight, cartage, petty theft, and recurring small damage?

"We are told the new rates are to meet the high cost of railway servants, to cover cost of wrecking freight trains and other minor spills, and the interest charges upon (at least) one useless trans-continental from ocean to ocean, and that there can be no relief till Canada's population is doubled.

"Once you have him face to face with hard facts every traffic manager will admit pilfering is rampant; more, he will reluctantly admit and pay for occasional damage to goods in transit, and in order to cover cost of both a well-defined system of overcharging of a few cents on each package carried from the jobbing centre to the country retailer is in vogue; check up your freight and cartage bills, if you doubt this statement. Weigh the goods.

Overcharges are $15.75

"A merchant to whom I sold groceries for years is checking all freight and cartage bills for current year. From January to end of June the overcharges amounted to $15.75. The figures do not include items for damage or theft but are pure additions to weight of packages carried at current rates. Are there less than 20,000 country merchants in the Dominion? Taken at that figure the railroads are reaping an unauthorized revenue of $630,000.00 out of the merchants of Canada for something called freight, which was never shipped, carried or received.

"Should a case of corn syrup or a bag of granulated sugar be lost in transit, the merchant is charged for it on his freight bill the same as if he had received the item. Has he the audacity to ask a refund of the charge along with his claim for loss? Does he receive his own back? No! Be as courteous as you will, or imperative as a one-time Minister of Militia, it makes no difference.

Unity of Action Necessary

"There must be a splendid bump of philosophy located on the head of every grocer or else he would not be able to watch with serene composure the continuous irritating press comments and stabs at himself and his calling. Often he is pictured, vulture-like, tearing the "poor worker's" hard earned wages from him along with every conceivable trick in weight and measure, yet a grocer can never hope to be really wealthy, so we must conclude that he is a philosopher.

"The Retail Merchants' Association has done much in the city to improve general conditions. The country is not yet organized. I earnestly hope it may come to fruition for it is the real solution. Unity of action by our village merchants will place the burden of proof upon the press, upon the railroads and pirate co-operative trading concerns. Then the grocer will be recognized for what he really is: A good citizen, worthy of the best honor his country can give."

ATTRACTIVE WINDOWS OF FIRST IMPORTANCE

"Any success I have had in business I attribute to two things," remarked J. D. Moore, of J. D. Moore and Sons, Fort William, Ont., to Canadian Grocer recently. "One is attractive window trims, and the other is the neat appearance of this store. Particular people are particular what they eat, and we find it pays to cater to them.

"Of course, service is of prime importance too, and we believe in keeping it up to the minute. Nothing is neglected. Quick service in the store as well as in delivery constitute important features in our store. We follow up our window displays with a certain amount of advertising, and also have our showcases in keeping with our windows."

Mr. Moore employs a staff of six, and he believes in keeping his clerks well trained in the way of making sales. But he cannot estimate the value of attractive windows, and lays great stress on the importance of the same.

Prices in Slang

On Fourth Street, Portland, Oregon, is a store that has gotten out of the rut in pricing up goods even in even dollars. One of their displays was devoted to a five-dollar special. The price term employed was "Five Bones"; and the idea was illustrated by five beef bones placed in the middle of the trim.

The capacity of a man is the amount of responsibility he can carry without worry.

Effect of Drink at Meals

Drs. R. J. Millers, O. Bergeim, M. E. Rehfuss and P. B. Hawk, of Philadelphia, have been testing the effect of water, tea, coffee and cocoa on the digestion of meals of mixed foods. They report to the "American Journal of Physiology (Baltimore), that one litre of cold water, tea either hot or cold, or hot coffee drunk with a meal does not delay the passage of the food from the stomach, but the addition of sugar to the coffee does slightly delay the process. Cocoa markedly delays it. Coffee, tea, and water seem also to stimulate gastric secretion, but cocoa delays it, and coffee with sugar and cream has less effect.

Advertising By Envelope Inserts

Just as the manufacturers and wholesalers find it excellent advertising to enclose small circulars in their letters, a grocer in Ontario has found it good advertising to enclose a descriptive circular in each package and letter which is sent out of his store.

This merchant has 3½ x 6¼ circulars printed at a reasonable cost by having several of them printed at one time. The printer can then print from four to ten of these circulars with the same number of press impressions as he can print one of them.

These circulars are printed on yellow paper to contrast with the white wrapping paper. Extra results are obtained from these circulars, when used a couple of weeks previous to the special seasons, as picnics, pickling goods, Thanksgiving, Hallowe'en, Christmas, etc.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MARKETS this week show few changes. Some lines show reductions and others are higher. The flour and cereal markets are inclined to be easy and lower prices are expected within a few weeks. Business generally is good for this season and collections are reported healthy.

MONTREAL—Big bids are being put out to stimulate business at this rather quiet season. Hence there are some artificially lower prices recorded. Fresh meats have expanded in price range. Bacon and hams are cheaper. Eggs are slightly dearer. Butter remains firm and cheese is very weak in price. Fish is short in many lines. The vegetable market is on the whole much cheaper. Fruits are cheaper in many lines, especially apples. Flour prices may be lower but next week's Canadian Grocer will be able to give more definite information on this subject. The new pack of canned peas is slightly cheaper. Corn flake prices are withdrawn. Brooms are reduced in price.

TORONTO — The markets generally are steady, although some have developed an easier undertone and lower prices are expected on cereals, starches and corn syrups in view of the steadily decreasing grain market. Raw sugar continues in a declining market but the refined product is unchanged. New pack red pitted cherries are offered at prices that compare favorably with last year's. New pack spinach is also offered and shows a decline from last year. Sockeye salmon is considerably higher than a year ago but pinks and chums are lower. No prices have yet been named on Spanish Valencia raisins but the market is expected to open the last of August; the crop outlook is good and more promising than last year. Peppers in primary markets have declined three to four cents per pound. Other spices are ruling easy in a weak market. Coffee futures are lower. Teas continue to rule firm, with higher quotations in primary markets for Indians and Ceylons. Peanuts are easier and quotations lower. Vegetables and fruits are in abandance and prices are lower.

WINNIPEG—The feature of the market this week is the decline in sugar. Sugar declined $1.25 per hundred pounds. This only affects the Province of Manitoba and is due more to competitive conditions than from any actual weakness shown in the sugar market. California Prune and Apricot Growers' Association have named their opening prices on prunes and raisins. There is very little change in the opening prices on prunes as compared with last year. The raisin situation has shown an increase of from six to ten cents per pound higher than last year's opening prices. The Eastern pack of red pitted cherries has advanced in price since the opening prices were announced. The tea market is unchanged. Black peppers are slightly firmer. Jamaica ginger is practically unprocurable. The nut market is showing indications for higher prices. Fresh fruits and vegetables are plentiful.

QUEBEC MARKETS

MONTREAL, Aug. 20.—The sugar market is unchanged. Rolled oats and oatmeal are holding firm but some wholesalers are offering at a reduction of 50 cents per bag. Lower prices are quoted on vegetables and fruits. The big wheat crop in the west looks promising for flour. Nuts are being sacrificed. Higher prices are almost sure for dried fruits. Brooms are cheaper and there are some changes on miscellaneous lines.

Big Sugar Reserve

Montreal.

SUGAR.—The price of sugar is unchanged this week and the market appears to be very firm. Reports say that there is a vast amount of granulated sugar in warehouses stored against further shortage later on in the year. Despite these stocks on hand the sugar market has every appearance of remaining at least very firm for some time to come.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Molasses Prices Low

Montreal.

MOLASSES.—There is no change this week either on corn syrups or molasses. The low price on molasses has to some extent stimulated sales. Corn syrups are also selling at lower prices and may mean more business. The price of molasses seems to be unwarrantably low and a change would not be surprising.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond— case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Reduction on Rolled Oats

Montreal.

CEREALS.—The market for rolled oats and oatmeal seems to be holding very firm lately. Some of the prominent millers state that there is very little likelihood for lower prices just yet. Despite this some wholesalers are offering a reduction of 50 cents per bag on both rolled oats and oatmeal. This, no doubt, is simply a stimulant to business at this rather quiet season. Corn meal is very weak at this time, due to the primary corn market.

Tea Market Unchanged

Montreal.

TEAS.—No change is reported in the tea market. The better grades of tea hold firm to the high prices, and there appears to be a very poor market for the cheaper lines, of which there appears to be a very good supply. No change is evident in future markets as far as can be seen at the present.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Dried Fruit Market Strong

Montreal.

DRIED FRUITS.—There is no change in the prices on spot stocks of dried fruits. The primary market shows no relief, in fact the market is gaining strength daily, and should the full demands made at the freight rate investigation be allowed, still higher prices will be demanded for dried fruits in the fall.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Prices of Corn Flakes Withdrawn

Montreal.

PACKAGE GOODS.—There is no change in the price of corn flakes this week but two of the packing firms have withdrawn prices and only quote price at date of shipment. This is entirely due to shortage of cartons and their high price. The sale of package oats and other cereals is rather slow at this summer season and the price of cornmeal in packages is very weak, due to the break in the corn market.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Fodo (36 pkgs.)	....	12 50

New Canned Peas Lower

Montreal.

CANNED GOODS.—The new price for some of the canned goods of the new season is quoted on the market this week. Although the price of peas is slightly lower from that of last year it must not be supposed that such will be the case in other lines. The high price of tins, the higher cost of shipping, and the increased cost of materials used in packing, will, no doubt, be a big factor in determining the new prices on canned goods. The new prices are given below for contract orders. Five cents extra is added for immediate delivery.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60

Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	5 50
Apples, 2½s, doz.	1 40	1 55
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	...	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80

Coffee Expected Lower

Montreal.

COFFEE AND COCOA.—The price of coffee is unchanged for spot stock but there are indications that lower prices will be enforced in two or three months' time. Cocoa is unchanged in price and the demand is very good for the summer season.

Nuts Being Sacrificed

Montreal.

NUTS.—Nuts are being sold, both shelled and unshelled, in Montreal at sacrifice prices to clean up the stocks. However, the price of nuts in the fall will be much higher and the primary market for nuts is very strong at the present time.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 58
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 50
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Spice Market Quiet

Montreal.

SPICES.—There is no change in the spice market this week. Sales are very slow during the summer season, and the market is very quiet. Next month will show a decided change in market prices and conditions will be affected by the demand and by supplies at hand at that time.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 54, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rice Market Quiet

Montreal.

RICE.—No change is evident this week in the price of rice. The market is quiet and sales are slow during the summer months.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Good Prospects for Flour

Montreal.

FLOUR.—There is no change in the price of flour, sales being made at $14.85 basis, but the grain exchange opened this week, and next week Canadian Grocer hopes to be in a position to make some definite statement as to the future market in flour. A miller states that the crop of wheat in the West is better than it has been for years, and buying conditions are once again normal. Prices should be very fair this season. Although there is nothing definite, there are indications that flour will be lower later on this season.

Lower Prices on Vegetables

Montreal.

VEGETABLES.—Lower prices are in evidence almost throughout the vegetable market. Cabbages are lower, quoted at 75 cents per dozen. Montreal tomatoes are quoted at $1.50 per box. Spanish onions, Montreal cucumbers, corn, cauliflower, beets and carrots are plentiful and much lower in price. New potatoes are cheaper, being sold at $3 per barrel for No. 2.

Beets, per doz.	....	0 40
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, doz.	....	0 25
Cabbage, Montreal, doz.	....	0 75
Chicory, doz.	....	0 50
Carrots, doz.	....	0 40
Corn, cob, per doz.	0 30	0 40
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	....	2 25
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal Tomatoes, per box	....	1 50
Cauliflower, per doz.	....	2 00
Spanish Onions, per case	....	5 75

Apples Are Much Cheaper

Montreal.

FRUIT.—The striking feature of the fruit market this week is the lower prices on apples. Duchess apples are being sold at $2.50 per hamper. No. 1 are sold at $7.50 per barrel, Montreal melons are being sold at from $1 to $2 according to size. There is a large market for the California early fruit. Lemons are cheaper this week, being sold at $4.25 per case of three hundred.

Apples, early, basket	....	2 50
Do., per barrel	7 00	7 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 54, 80, 96	....	5 00
Do., Florida, 54, 54, 80, 95	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	9 50
Cal. Navels—		
80s, 100s	....	7 50
125s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	5 00
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Peaches, box	....	3 00
Plums, crate	....	4 50
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50

A Reduction on Brooms

Montreal.

BROOMS.—On account of the big break in the corn market there are lower prices quoted on brooms. The Montreal prices show a decline of from $1 to $1.50 per dozen according to the quality.

Higher Prices on Cleanser

Montreal.

MISCELLANEOUS.—There is a reduction of 50 cents per gallon this week on salad oils, except the olive oil which remains high. Camphor is greatly reduced in price, the quotations being now $3.75 per pound. Old Dutch cleanser will cost more now as the list price is changed to $5 per case. The new pack of Cross and Blackwell's marmalade is being sold at $5 per dozen for 1-pound jars.

ONTARIO MARKETS

TORONTO, August 20—The sugar situation is unchanged since last week. Corn syrups are steady with a tendency downward. Cereals are weak and indications are that lower prices will prevail when new grains are on the market. Dried fruits are steady. Peppers and other spices are easy. Pure mustard is down ten cents per pound. Teas and coffees are unchanged. Peanuts are ruling easier and quotations down three cents per pound. Vegetables and fruits are in abundance and lower prices prevail.

Sugar is Unchanged

Toronto.

SUGAR.—There are no new developments reported in the sugar situation during the week. There is considerable sugar amongst jobbers and some sales have been reported at prices below present quotations. Sugar for domestic purposes is not moving as freely as other years at this season of the year. The raw sugar market continues weak and declining.

St. Lawrence, extra granulated, cwt..... 24 21
Atlantic, extra granulated 24 21
Acadia Sugar Refinery, extra granulated 24 21
Dom. Sugar Refinery, extra granulated.. 24 21
Canada Sugar Refinery, granulated..... 24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Weak

Toronto.

SYRUPS.—Corn syrups are ruling fairly steady with a tendency downward in view of the steadily decreasing corn market. Rogers cane syrup is again on this market and quoted to the trade at $9.60 per case of two dozen. Molasses is quiet and unchanged.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Oats to be Lower

Toronto.

PACKAGE GOODS.—With the exception of corn flakes, package cereals are decidedly weak and lower prices are expected to prevail in the near future. Starches are also easier in tone. Quotations on corn flakes which were withdrawn last week are still off, and manufacturers are only accepting orders on condition that shipments are invoiced at prices prevailing on day of shipment. There is every indication that the $4.80 price on corn flakes will hold.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 80
Porridge Wheat, 36s, regular, case	....	5 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12½
Do., in 6-lb. tin canisters.....	....	0 15
Do., in 6-lb. wood boxes.....	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 50
Do., Buckwheat Flour, 30 to case	....	3 50
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Cereals Will Decline

Toronto.

CEREALS.—When the new crops of oats and wheat are placed on the market it is the general opinion that cereals will be lower. A few small lots of new wheat have been marketed at prices considerably less than what millers were compelled to pay for last year's crop when controlled by the Wheat Board. In the meantime there is quite a range of quotations on cereals depending on stocks held by dealers who are apparently anxious to clean up.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	5 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	6 00	5 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Sockeye Salmon Very High

Toronto.

CANNED GOODS. — New pack red pitted cherries are quoted at $4.25 per dozen. This is a trifle lower than present quotations on last year's pack but higher than last year's opening price. New pack spinach No. 2, tins, is quoted at $1.95 per dozen. The approximate opening price on Sockeye salmon, talls, is $5.75 per dozen, and halfs, $3.00 per doz.; Cohoe, talls, $3.75 per dozen, and halfs, $2.10 per dozen. Pinks, tall, $2.10 per dozen, and halfs, $1.20 per dozen. These prices show Sockeye $4.00 higher than last year, but pinks and chums are considerably lower.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	5 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	....	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz. ...	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz....	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 55	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz....	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.....	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.....	....	5 65
Do., 4s, each	....	1 50

Dried Fruits Unchanged

Toronto.

DRIED FRUITS. — That the high prices quoted on new crop California raisins are not expected to hold is the opinion in some quarters which are closely in touch with the situation. No prices have yet been named on Spanish Valencia raisins but the market is expected to open the last of August. The crop outlook is good and the crop is considerably larger than last year.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s....	....	4 55
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 15¾

Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Peppers to be Lower

Toronto.

SPICES.—The spice market is ruling with an easier undertone. Peppers in primary markets are three to four cents per pound lower. Spot quotations on pure mustard are 10 cents per pound lower, bringing the price down to 55 cents per pound. Other quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Tea Market Firmer

Toronto.

TEA.—There is no change in the tea market since last week. The market continues firm with a scarcity of high grades in primary markets.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Future Coffees Easier

Toronto.

COFEEE. — The coffee market for future deliveries is considerably easier. Spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Rice Market Quiet

Toronto.

RICE.—There is a prevailing quietness in the rice market. It is the general opinion that prices will be lower on new crops to arrive in the fall. Quotations on spot stocks are unchanged.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Peanuts Are Lower

Toronto.

NUTS. — Peanuts are ruling easier and quotations are down three cents per pound. Shelled Brazils are quoted at $1.00 per pound, and pecans at $1.15. Shelled almonds and walnuts are selling at 60 to 65 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	....	0 17
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Fruits in Big Demand

Toronto.

FRUIT. — Early Canadian peaches and plums are arriving freely at low prices. Plums in 6-quart baskets are selling at 40 to 50 cents, and 11-quart baskets at 75 cents to $1.00. Raspberries are practically over. Valencia oranges are up 75 cents per case. California Bartlett pears are selling freely at $6.00 per box.

Oranges, Valencias—		
126s	....	7 75
150s	....	8 50
176s, 200s, 216s, 250s	....	9 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	5 50
Grapefruit, California, 80s, 96s	4 25	4 50
Watermelons, 26-lb. aver., each	1 00	1 15
Cantaloupes, Cal., case, 45s	....	7 50
Georgia Peaches, 6-bskt. crates	....	6 00
Plums, Cal., box	....	3 50
Blueberries, bskt.	2 75	3 00
Lawton Berries	....	0 30
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Pears, Cal., Bartlett's, box	....	6 00
Grapes—		
California Malaga, box	....	5 50
Apples, Duchess, box	....	2 00
Do., baskets, 11-qt.	0 40	0 60
Plums, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 75	1 00

Vegetables in Abundance

Toronto.

VEGETABLES. — Potatoes are quoted lower and further declines are expected. Egg plant is arriving and selling at $1.50 per basket. Cucumbers, cabbage, beans are other Canadian vegetables in abundance, and prices are lower.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, Texas, crate	....	2 25
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 50	0 60
Do., sweet, 11-qt. bskt.	....	1 00
Vegetable Marrow, doz.	....	0 50
Celery	1 00	1 25
Egg plant, 11-qt. bskt.	....	1 50
Potatoes, per bag	2 25	2 50

Salt Has Advanced

Toronto.

SALT.—Salt has advanced. The following are now the correct prices:

	City	Country
Bulk, fine barrels	$4 05	$3 80
Do., fine 50-lb. bags	0 89	0 84
Do., coarse 50-lb. bags	0 89	0 84
Do., dairy 50-lb. bags	1 09	1 04
Small bags, barrels, 80/3½	7 10	6 85
Do., 40/7	6 75	6 50
Do., 20/14	6 35	6 10
Sifto and Purity cases, 24 pkgs.	....	2 75

WINNIPEG MARKETS

WINNIPEG, August 20.—The feature of the market this week was the decline in sugar. Sugar declined $1.25 per hundred pounds. This only affects the Province of Manitoba. As far as we can learn this decline in refined sugar is more from competitive conditions than from any actual weakness shown on the sugar market. California Prune and Apricot Growers' Association named their opening prices on prunes and raisins. There is very little change in the opening prices named this year in comparison with last year's opening on the prune situation. The raisin situation has shown an increase of from six to ten cents a pound higher than last year's opening prices. Under above conditions we are led to believe that there will be a large quantity of Spanish raisins on the market this year as they can be bought at a much lower figure than the California pack.

Sugar Market Dull

Winnipeg.

SUGAR.—The New York raw sugar market dropped $2.21 per hundred this week and is now less than the highest point reached during the month of May. Canadian refined sugar declined $1.25 a cwt. This only affects the province of Manitoba. As far as we can learn this decline in refined sugar is more from competitive conditions than from any actual weakness shown on the sugar market. Retailers also report the sale of sugar is far below normal. In view of the declining raw sugar market the trade is buying very cautiously until the coming harvest is assured.

Redpath, granulated, 100-lb. bag	....	23 80
St. Lawrence, gran., 100-lb. bag..	....	23 80
Atlantic, granulated, 100-lb. bag	....	23 80
Dominion, granulated, 100-lb. bag	....	23 80
Acadia, granulated, 100-lb. bag.	....	23 95
Yellow Sugar, No. 2, 100-lb. bage	23 30	23 40
Powdered Sugar, 50-lb. boxes, per cwt.	....	24 35
Icing Sugar, 50-lb. boxes, per cwt.	....	24 45
Lump Sugar, soft, 100-lb. boxes.	....	24 55
Do., hard, 100-lb. boxes, per box	....	24 75
Cubes, 100-lb. boxes, per box....	....	24 35

Corn Syrup Unchanged

Winnipeg.

CORN SYRUP AND MOLASSES.—The corn market situation is such that it will not permit any definite information in regard to the future and again we remind the retailers that it is to their advantage when buying to go easy. Molasses remains firm and the demand is very steady.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case.....	....	9 45
5-lb. tins, 1 doz. in case.....	....	11 25
10-lb. tins, ½ doz. in case.....	....	10 75
20-lb. tins, ¼ doz. in case.....	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz....	....	24 50
Pure, 10s, per case of ½ doz...	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Market Steady

Winnipeg.

STARCH.—It is reported that starch can be bought at lower figures from the United States than offered by our Canadian manufacturers, some lines selling from one and a quarter to one and seven eighths cents a pound cheaper. This leads us to believe that the Canadian price on starch is apt to decline.

Cornstarch, 1-lb. pkgs., per lb...	....	0 12
Do., No. 1 quality, 1-lb. pkgs...	....	0 13½
Gloss, 1-lb. pkgs., per lb.....	....	0 14¼
Celluloid, 1-lb. pkg., per case...	....	5 65

Canned Cherries Advance

Winnipeg.

CANNED GOODS.—The eastern pack of red pitted cherries has advanced in price since the opening prices were announced. Several shipments have arrived and this year's pack shows very excellent quality.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case..	....	18 50
Do., ½s, flat, 8 doz. in case.	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case..	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		Per case
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....
CANNED VEGETABLES		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Package Cereals Steady

Winnipeg.

PACKAGE CEREALS.—One manufacturer of corn flakes has advanced his prices on corn flakes from $4.25 a case to $4.80 per case. No doubt the low price on corn flakes in the past has been caused by the close competition between the various manufacturers.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	4 00	4 80
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz, case, case.	....	4 60
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag.....	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag.....	....	1 56
Do., 10-8s, per bale.....	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag...	....	8 60
Do., 16-6s, per bale.....	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag.....	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Fine Teas High

Winnipeg.

TEAS.—There is practically no change in the tea market this week. Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality ...	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Unchanged

Winnipeg.

SPICES.—The spice market has been very quiet during the week. Black pepper is reported a little firmer, while cloves are slightly easier. Jamaica ginger is practically unprocurable and prices remain very high.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.....	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb....	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz....	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.....	....	0 50
Pickling, ¼-lb. pkg., per doz....	....	1 00
Do., bulk, No. 1, per lb.....	....	0 28
Do., No. 2, per lb.	....	0 25
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.....	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb....	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.....	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb...	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95

Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60
COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Sago Market Unchanged

Winnipeg.

RICES.—Sago market remains unchanged, while the rice and tapioca market are practically the same as reported in our last issue.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags	....	0 13½
Do., 50-lb. bags, lb.	....	0 13¾
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is reported very dull, with practically no change.

COFFEES—		
Santos, roasted, best grade	....	0 44
Bourbon, roasted, best grade	....	0 45
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56
Rio, roasted, best grade	0 28	0 29

Raisin and Prune Prices

Winnipeg.

DRIED FRUIT.—The California Prune and Apricot Growers' Association have named their opening prices on prunes for 1920. On the following sizes 30's to 60's there is a slight advance of a cent to a cent and a half a pound. 60's to 70's remain at last year's opening prices, while 70's to 80's are from three-quarters of a cent to two cents cheaper. The association have also named their prices on raisins and are three and a half cents a pound cheaper than those named by the Independent Packers a few weeks ago and are all the way from six to ten cents a pound higher than last year's opening prices. Under these conditions it seems there will be a quantity of Spanish raisins on the market this year as they can be bought at a much lower figure than the California pack.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 20
Currants, 90-lb., per lb.	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb.	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Nut Market Steady

Winnipeg.

NUTS.—The outlook of the nut market seems to be for higher prices. Bordeaux shelled walnuts, halves, are considerably firmer.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

California Grapes Arrive

Winnipeg.

FRUITS.—The first shipment of California Malaga grapes has arrived and is being offered to the trade at $5.50 per case. Good shipments of B. C. apricots are arriving and are selling at $3.25 a case. Blueberries are arriving and while very scarce are being quoted at $4.50 a basket. Several lines of apples, such as new Washingtons and California Gravenstein's, are now on the market and are ranging in price from $4.50 to $5.50. Bananas remain very scarce.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	....	3 00
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	....	9 00
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	10 00
176s	....	9 50
150s	....	8 50
126s	....	7 50
New Apples, per box	....	4 50
Pears, Cal., per case	....	7 50
Raspberries, per case	....	7 50

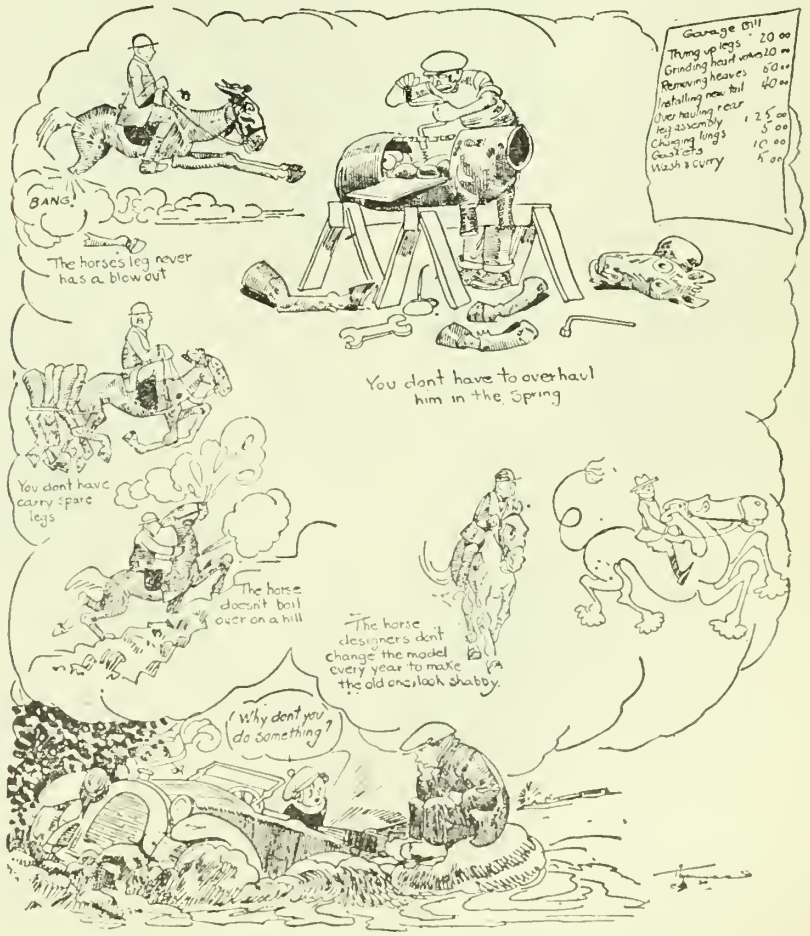
Vegetables Are Plentiful

Winnipeg.

VEGETABLES.—Large quantities of Ontario tomatoes are now on the market and are being offered to the trade at $2.00 a basket. The local Manitoba tomatoes are arriving freely and are being offered at twenty cents a pound. Local vegetables are pouring into the market and the prices are declining.

VEGETABLES		
Carrots, new, per lb.	....	0 04
Beets, new, per lb.	....	0 03
Turnips, new, per lb.	....	0 03
Leaf Lettuce, per doz.	....	0 30
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz.	....	2 25
Cabbage (new), per lb.	....	0 04
Potatoes (new), per lb.	0 04	0 04½
Onions (Cal. Bermuda sack), per sack	....	5 00
Peas, per lb.	....	0 10
Cauliflower, per doz.	....	1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 03½
Tomatoes, per case	....	2 00
Head Lettuce, per doz.	....	0 75

When a Motorist Loves a Horse


BANG!
The horses leg never has a blow out
You dont have to overhaul him in the Spring
You dont have carry spare legs
The horse doesn't boil over on a hill
The horse designers dont change the model every year to make the old ones look shabby.
(Why dont you do something?)
Garage Bill
Truing up legs 20 00
Grinding head valves 20 00
Removing heaves 60 00
Installing new tail 40 00
Overhauling rear leg assembly 1 25 00
Changing lungs 5 00
Glass eyes 10 00
Wash & curry 4 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 19.—Rolled oats are easier, now quoted at $12.75. Rice is down 15 cents on the hundred. Tapioca has advanced to $16 the 100 pounds. Cheese has declined 4 cents, reducing it to 28½ cents per pound. Pure lard has declined to 28¼ cents per pound and compound is reduced 3 cents per pound. Tomatoes have advanced to $4.35 per case. Peas are down 15 cents per case. Potatoes are plentiful and the prospects are for a big crop. Eggs have advanced 3 cents per dozen.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 90
Rolled oats	....	12 75
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 28½	0 29
Eggs, fresh, doz.	0 68	0 70
Do., case	0 63	0 65
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American, clear pork	48 00	50 00
Tomatoes, 2½s, standard, case	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	1 75
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., Aug. 19.—The Nova Scotia market this week is unmarked by any important change though quite a number of the prices are unsettled. Those which are affected are rolled oats, which were $5.75 per bag last week, now selling at $5.50, a drop of 25 cents. Molasses has dropped 10 cents on the gallon, reducing it to $1.65 per gallon. Pure lard has dropped 2 cents, reducing it to 29 cents per pound. Lard compound has dropped 1 cent. Fresh eggs are 66 cents per dozen. Standard peas are $2.10, a decrease of 5 cents per dozen. Potatoes are selling at $3.25 per 90-pound bag. Beans, both white and yellow eye have registered a 50 cent rise. American clear pork is selling at $48, a reduction of $2. N.S. apples, gallon cans have gained 25 cents on the dozen.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	5 25
Rolled oats, per bag	....	5 50
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 65
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 66
Lard, compound	....	0 27
Lard, pure, lb.	....	0 29
American clear pork, per bbl.	....	48 00
Tomatoes, 2½s, standard, doz.	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	....	0 64
Do., dairy, per lb.	....	0 54
Do., tubs	....	0 52
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 10
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	3 25
Beans, white	....	5 50
Do., Yellow Eye	....	8 00
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07
Cal. Peaches, crate	....	3 25
Cal. Plums, crate	....	4 50
Cal. Pears, crate	....	7 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 19.—Sugar dropped $1 per hundred. Rolled oats are down 15 cents per bag. Crisco has declined $1 per case. Condensed coffee has advanced $1 per case. Fruit jars are up $3 per gross. Lard has declined 30c per case on 3s. Cooked hams are ½c higher. One brand macaroni is up and another down. Root ginger, salad oil and potato flour are listed lower. Ontario cheese is up ½c per pound. New crop raisins are quoted, bulk seedless, 28½c, and 11-ounce package 23½c; 11-ounce seeded, 22½c. B.C. potatoes are quoted at $60 per ton.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolle doats, 80s	....	5 30
Rice, Siam	13 00	14 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt	....	22 97
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 60
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	17 10	17 40
Eggs, new laid, local, case	17 00	17 50
Do., storage, case	17 00	18 00
Tomatoes, 2½s, standard, case	4 60	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	....	10 20
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, B.C., ton	....	60 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 19.—The Washington apple crop is estimated 70 per cent. of last year. Peaches are only half. Okanagan peaches are selling at $2; plums, $3.50; apricots, $2; Bartlett pears, $4.75; Gravenstein apples, $4; blackberries, $4; potatoes $40 per ton. Fresh eggs 75 cents per dozen, and the market firmer. Tomatoes $1.50 per crate. Cantaloupes are cheaper. Thompson's seedless grapes, $5.50. Canned meats have advanced 15 to 60 cents per dozen. Prepared coffees have advanced $1 per case. An increase averaging 30 per cent. is reported on one firm's offering of fancy grocery specialities. These include tuna, olives, sardines, as well as various tasty combinations of these Californian products. New Zealand honey of excellent quality is coming to this market as well as being shipped through to Eastern points. The white clover honey, of good flavor and light color, will cost the trade about 28c. The first shipments of New Zealand butter are bought for October shipment. Several large sales have been made to Ontario points. It is a long time since Ontario bought New Zealand butter. It is thought that the British Government may take the entire New Zealand butter make, but the quantities bought before that time will, it is expected, be taken care of in any case. New Zealand cheese, which is said to compare favorably with the Canadian product, is also bought for August shipment. Grecian currants are being unloaded at Vancouver now; the price is expected to figure out lower than the last shipments.

The market on sago and tapioca is slightly easier. One wholesaler is accepting orders for goods in transit

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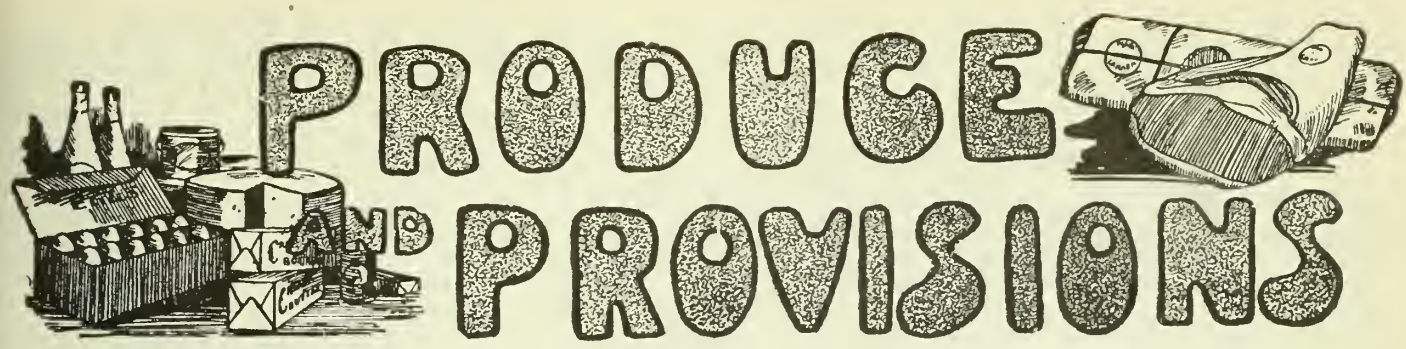


Potato Crop Will Be Heaviest in Years

The Acreage is Greater than Last Year and the Yield is Almost Doubled—Farmers Expect Low Prices This Fall—Saskatchewan Alone is Looking for From 200 to 400 Bushels Per Acre.

THE potato crop of Canada promises to be the largest in several years. In British Columbia the crop is showing up exceptionally well, and it is estimated that the crop will be far in excess of other years. In Alberta, around the Edmonton district, it is estimated that the crop is three per cent. greater than last year. In the southern part of the province the crop has made exceptional growth. The winter varieties now indicate a heavy crop, but will need a fairly open fall to give them an opportunity to mature. The acreage planted as compared with last year shows a decrease of 9 per cent., but it is the opinion of some that, owing to a considerable increase in plantings by farmers in the southern part of the province the crop on the whole will exceed that of last year. It will be remembered, however, that last year, approximately fifty per cent. of the crop was cut off by frost.

In Saskatchewan the acreage is 20 per cent. greater than last year. From present indications the crop is estimated to yield 200 to 400 bushels per acre. In Manitoba the acreage planted this year compares very favorably with other years, but through the lack of rains since the middle of June the crop is estimated to be about one half.

Ontario Crop Good

Throughout Ontario the crop promises to be exceptionally good, and the crop for both early and late varieties is estimated to be double that of last year. The acreage planted in Quebec is fully 25 per cent. greater than last year, and the yield is expected to be an abundant one. In New Brunswick the acreage planted is practically the same as last year, and the crop is estimated to be an average one, probably 60 to 70 barrels per acre. In some districts the crop is showing up very poorly, and it is estimated that these crops will only run 60 per cent. of last year.

The Nova Scotia crop is looking exceptionally well and a full yield is expected. The acreage planted is about 15 per cent. greater than last year. According to the Dominion Bureau of Statistics the area sown to potatoes in Canada this year was 819,000 as compared with 818,767 acres in 1919.

At a Dollar Per Bag

On the London market last Saturday a Caradoc township farmer stated to a representative of Canadian Grocer that in his district the potato crop is nearly double that of the past few years. "We are digging over half peck out of each hill," he said, "and the later ones look as though they will run about the same, providing everything goes well and the weather is favorable. I would not be surprised to see potatoes selling at a dollar a bag in the fall." A dozen or more farmers from the different districts around London were interviewed and all had practically the same story that potatoes were an enormous crop and they expected that prices would be very low this coming fall. From the Toronto districts come the same reports that crops are the largest in several years. Altogether the outlook for the crops looks very promising and low prices may prevail.

Let Merchants Candle the Eggs

Subscriber in Saskatchewan Writes in Regard to the Purchase of Eggs, and Tells How the Egg Marketing Act of That Province Works Out

FOLLOWING the letter of a subscriber in a recent issue of Canadian Grocer, urging that eggs be bought from the producer on a quality basis, another subscriber in the Province of Saskatchewan writes, pointing out that in that particular part of the Dominion all merchants must candle the eggs they buy, and the producers, now that they know that this is the case, send in very few bad eggs. This subscriber writes as follows:

"In Canadian Grocer of August 6, under Produce, I notice that 'Subscriber' says: 'Buy eggs on a quality basis.' Evidently he does not live in Saskatchewan, as every merchant here must candle all the eggs he buys. The producer now that he knows that his eggs are candled does not bring in any or very few eggs that will not stand candling. You may be sure that when he puts his number on an egg it will be a good one. I have not had one dozen eggs come in since we started to candle that I had to refuse. Eggs marked for identification are marked this way: each merchant buying eggs has to have a license issued by the Government, on which our number is registered. My number is 139, and when I give a number to my customer I give him this: M139. P. 1, 2, 3, as the case might be.

"I take his address and section down in a book or on a card—I use a card—and it does not make any difference where the eggs are sold. His number and my own are on the egg, and if any one wants to know who produced the egg they write the Government, when they find out who has No. 139. Then they write me asking who has P 3, and I can tell them. I am sending in a circular so that you can either publish it or send it to 'Subscriber' so he can see why we do not have many bad eggs."

A Threefold Object

The Egg Marketing Act of 1920 for the Province of Saskatchewan was instituted with a threefold object, viz., to increase the market value of eggs to producers, to insure all subsequent dealers that their money is invested in an edible food product, and to insure to the consumer a larger percentage of good, edible food for the money he spends.

The only fair and equitable way to market eggs is for all handlers to pay only for the good eggs. It is manifestly unfair to the producer of good eggs that

Continued on page 62

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, August 20.—The prices this week on fresh meats have been extended in that the lower range of prices is still lower and the higher prices are still higher. Eggs are still scarce with higher prices. Butter remains firm. The cheese market is very weak. Cooked meats are higher in price. The fish market is rather short this week. Mackerel is a little cheaper. Lard and shortening are unchanged.

Fresh Meat Prices Extended

Montreal.

FRESH MEATS.—The price of live hogs is unchanged this week, quotations being 19½c and 20c per pound. Dressed hogs are quoted a little higher, being 30c to 31c. Some cuts are a little lower in price such as loins, which have dropped ½c a pound but in many cases prices have a wider range than before, the lowest quotations being still lower and the prices on choice parts higher. This big range in price is due to demand for the better cuts and a dropping off of the sale on the cheaper cuts. Prices on fresh meats have declined on the lower cuts and increased price on the better cuts. This situation is the outcome of the more expensive demand from the public.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20

Fresh Beef—

(Cows)			(Steers)
$0 20	$0 31	..Hind quarters..	$0 28 $0 35
0 10	0 15	..Front quarters..	0 14 0 19
0 30	0 42	..... Loins	0 36 0 46
0 20	0 30	..... Ribs	0 30 0 38
0 12	0 16	.... Chucks	0 14 0 20
0 30	0 34	..... Hips	0 32 0 36

Calves (as to grade)	0 15	0 26
Spring lamb, carcass	0 25	0 31
Fresh sheep, carcass	0 18	0 21

Barrelled Meats Decline

Montreal.

BARRELLED MEAT.—The demand for barrelled meat is not large for home consumption. The prices have dropped slightly and in some cases are down $3 and $4 per barrel. Barreled meat is unchanged in price.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	52 00
Heavy mess pork (bbl.)	....	46 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	44 00

Price of Bacon Lower

Montreal.

BACON.—Bacon prices, like those of fresh pork, have expanded in quotations. The price on cheaper cuts is lower and prices on the better lines have increased. In most cases, however, price of bacon is slightly lower. The best breakfast bacon is selling from 37c to 46c per pound. Wiltshire bacon is selling at from 36c to 44c per pound and the choicest brands are demanding 49c and 50c per pound. Cooked ham is also lower in price and the average is from 8 to 14 pounds, selling at 40c per pound.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Cooked Meats Higher

Montreal.

COOKED MEATS.—The demand for cooked meats has been large during the summer season, and higher prices are quoted. The advance is approximately 2c a pound on the best selling lines. Mincemeat is also up in price, amounting to 4c on the cheaper lines and 1c a pound on the better lines.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Shortening Unchanged

Montreal.

SHORTENING.—There is no change in the price of shortening this week; the demand is as usual and prices remain firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 26¼
Tubs, 50 lbs., per lb.	....	0 26½
Pails, 20 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	....	0 28

Small Demand for Margarine

Montreal.

MARGARINE.—Despite the very firm and high price of butter the demand for margarine is not large and prices remain unchanged.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Lard Prices Firm

Montreal.

LARD.—Lard prices are unchanged this week and continue at quotations which have been slightly reduced during the past month.

LARD—		
Tierces, 360 lbs.	....	0 28¼
Tubs, 60 lbs.	....	0 28¾
Pails, 20 lbs.	....	0 29
Bricks	....	0 30

Butter Prices Hold Firm

Montreal.

BUTTER.—The price of butter remains firm this week at 59c and 60c per pound. There is no large offering of dairy butter on the market probably for two reasons; first, the demand for butter is almost concentrated on creamery and only a demand for cooking and for confectionery calls for dairy butter. Secondly, at this time of the year farmers are very busy handling the harvest and dairying is almost neglected. The butter market remains firm this week.

BUTTER—		
Creamery prints, qual., new..	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Cheese Market Weak

Montreal.

CHEESE.—The cheese market is not strong at this season. New cheese is being offered at 28c and some quotations are even lower. Old cheese is selling at 35c per pound and special brands are offered at 37c.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

New Laid Eggs Higher

Montreal.

EGGS.—The egg market is very strong with not a large offering on the market. Strictly new laid eggs are demanding 70c per dozen. Fresh eggs are offered at 66c a dozen and No. 1 at 58c. So great is the shortage of fresh eggs on the market that eggs have been required from cold storage.

Shortage of Fresh Halibut

Montreal.

FRESH FISH.—Montreal fisheries announce that there is no fresh halibut this week. This is due to car shortage in transportation and may be righted within a few days. British Columbia salmon is very scarce. There is very little trout, whitefish or doree arriving on the market. These lines are very scarce. Prepared boneless cod is a fraction of a cent dearer. Mackerel is a little dearer.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 40
Halibust	....	0 25
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake trout	....	0 24
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 13
Fresh eels, per lb.	....	0 13

Fresh herrings, each	0 03	0 05
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, August 20.—Live hogs declined during the week. Some cuts of fresh pork are quoted lower. Smoked hams and bacon have declined about two cents per pound. Barrel meats are down $2.00 to $7.00 per barrel. The egg market is firmer, due to shortage of supplies. The butter market is easier and quotations are down one cent. The cheese market is inclined to be easier and quotations are down one half cent. Lard and shortening are ruling in an easy market with quotations lower during the week. Fresh poultry is reported rather scarce.

Hogs Are Easier

Toronto.

FRESH MEATS. — Some cuts of fresh pork are down one cent per pound. Live hogs also declined during the week. Other lines are unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 50
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 55
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 31½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 34
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 25	0 30
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 23	0 28
Spring lamb, lb.	0 28	0 32
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Cured Meats Lower

Toronto.

PROVISIONS.—Quotations on provisions are somewhat easier this week. Hams are down 2½ cents per pound. Medium hams are bringing 47½ cents per pound and heavier ones 35½ to 43½ cents per pound according to weight. Dry salt bacon lightweight is quoted at 27 cents and heavy at 26 cents per pound. Mess pork in barrels has declined $7, bringing the price down to $40 per barrel. Short cut backs are reduced to $54 per barrel.

Hams—		
Medium	....	0 47½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Boiled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 41
Wiltshire, three-quarter cut	....	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 30½
Fat backs, 10 to 12 lbs.	....	0 25

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	40 00
Short cut backs, bbl. 200 lbs.	....	54 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Ox Tongue Slightly Higher

Toronto.

COOKED MEAT.—There is an active demand for cooked meats and quotations are steady. Boiled ham is firm at 65 to 68 cents per pound. Headcheese is slightly easier, now quoted at 16 cents per pound. Ox tongue is up one cent, now bringing 66 cents per pound.

Rolled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 16
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Higher

Toronto.

EGGS.—Egg quotations advanced one cent per dozen during the week. This advance and firmness of the market is due to the shortage of supplies and loss through shrinkage.

EGGS—		
Fresh, selects	0 64	0 65
Fresh	0 59	0 60
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

Butter Market Easy

Toronto.

BUTTER.—The butter market is easy, due to the lack of export business and the increase in supplies. An opinion is expressed in some quarters that the market will be firmer. Quotations since last week have declined one cent per pound.

BUTTER—		
Creamery, pints	0 59	0 61
Dairy prints, fresh, lb.	0 52	0 56

Cheese Slightly Easier

Toronto.

CHEESE.—The cheese market is inclined to be easier. Quotation on new cheese has declined one half cent per pound bringing the price down to 30 cents per pound. There is still some old cheese to be found at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	....	0 30
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Declined One Cent

Toronto.

LARD.—There is a decided easy tone to the lard market. Quotations have declined one cent per pound, bringing the price to 26 cents per pound on the tierce basis.

LARD—		
1-lb. prints	0 28	0 28½
Tierces, 400 lbs.	....	0 26

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Market Weak

Toronto.

SHORTENING.—There is considerable weakness in the market for shortening and quotations have declined one to two cents per pound. Quotations are now 22¼ to 24½ ents per pound on the tierce basis.

SHORTENING—		
1-lb. prints	....	0 27
Tierces, 400 lbs.	0 22¼	0 24½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Steady

Toronto.

MARGARINE.—There is a limited demand for margarine. The market is ruling steady at unchanged quotations.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fresh Salmon in Demand

Toronto.

FISH.—There is a good demand for fresh fish. Fresh Red Spring salmon is quoted at 30 cents per pound while Rainbow salmon, which is a smaller variety but of excellent quality, is quoted at 15 to 16 cents per pound. Frozen flounders are higher, now quoted at 10 to 11 cents per pound.

FRESH SEA FISH.

Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	0 12
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring	....	0 30
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 50

Fresh Fowl Active

Toronto.

POULTRY.—There is an active demand for fowl and supplies are rather scarce. Quotations are up one to two cents per pound. Ducklings are down five cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 40
Roosters	- 0 22	- 0 25
Fowl, over 5 lbs.	- 0 32	- 0 32
Fowl, 4 to 5 lbs.	- 0 29	- 0 29
Fowl, under 4 lbs.	- 0 27	- 0 27
Ducklings	- 0 25	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 35	- 0 40

Prices quoted to retail trade—

		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring		0 55
Ducklings		0 40

WINNIPEG MARKETS

WINNIPEG, August 20.—The produce and provision markets in Winnipeg are pretty much unchanged compared with a week ago. Hogs advanced during the week and selects are now being offered at $20.50 per cwt. Butter, cheese and eggs are unchanged while shortening declined a cent a pound. Smoked and cooked meats are maintaining a very firm tone.

Hog Market Advancing

Winnipeg.

FRESH MEATS.—The hog market has advanced $1.50 during the past week and is now being quoted at $20.50 for select hogs. Hind quarters of fresh beef advanced about two cents a pound and they are now being quoted at 21 to 29 cents. Spare ribs dropped about two cents a pound and are now being quoted at 18 1-2 cents.

HOGS—		
Selected, live, cwt.		20 50
Heavy, cwt.		18 00
Light, cwt.		18 00
Sows, cwt.		17 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.		0 39½
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.		0 57
Spare ribs, lb.		0 18½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 29
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 15	0 22
Mutton—		
Choice wethers, 55-70 lbs., lb.		0 25
Choice ewes, lb.		0 20
Lambs—		
Choice, 30-45 lbs., lb.	0 28	0 30

Hams and Bacon Unchanged

Winnipeg.

PROVISIONS.—Trade for ham and bacon has been very steady this week, with practically no change in prices.

HAMS—	
8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48
BACON—	
Backs, 5 to 12 lbs., smoked	0 61½
Do., 12 to 16 lbs., smoked	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—Cooked meats are having a steady inquiry, with very little change in prices. Jellied pork tongues are now being offered at 61 1-2 cents per pound, while jellied ox tongues are being quoted at 69 cents.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 19
Jellied Beef Tongue, lb.		0 68
Jellied Pork Tongue, lb.		0 61½
Baked Luncheon Loaf, lb.		0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is firm, with only a fair supply. There has been no change in the prices since last week.

Creamery, best table grade		0 63
Dairy butter, best table grade		0 50
Margarine	0 37	0 39

Cheese Market Quiet

Winnipeg.

CHEESE.—Cheese market is reported very quiet and looks for a stiffening up in the very near future.

CHEESE—	
Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 31½

Shortening Declines

Winnipeg.

SHORTENING.—The N. K. Fairbank Co., Ltd., have reduced their prices on shortening, cottolene and oils 1 cent per pound, effective immediately. This firm also interviewed the Inland Revenue Department, who informed them that in their opinion cotton seed oil when invoiced as such would be exempt from the 1 per cent. sales tax.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 29
Do., wooden pails, 20-lb. pails.	6 30
Shortening, wooden pails, 20-lb. pail, per pail.	5 50
Do., tierces of 400 lbs., per lb.	0 25

Egg Receipts Light

Winnipeg.

EGGS.—Egg receipts are reported very light, showing shrinkage due to the hot weather. Fresh farm eggs are being quoted at 63 cents per dozen, with fresh candled eggs at 58 cents per dozen.

Fish Ruling Firm

Winnipeg.

FISH.—There has been a noted scarcity of white fish and all other fish are ruling firm and the demand is exceptionally good.

FRESH FISH	
Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 18
Fresh Salmon, per lb.	0 22
Fresh Pickerel, per lb.	0 17
Fresh Trout	0 22

Some Lines Higher

Toronto.

MISCELLANEOUS. — Snap has advanced to $2.20 per dozen. Parowax is up to 18 cents per pound in case lots. Babbits' goods are higher as follows: 1776, soap powder, $6.60 per case; Cleanser, $3.60 per case; Kosher $3.60 per case, and pure lye, $5.75 per case. Reindeer coffee, large size, has advanced to $8.50 per case.

LET MERCHANTS CANDLE EGGS

Continued from page 59

his neighbor, who is careless and has some bad eggs, should receive the same price as the careful producer.

Eggs which cannot be legally bought or sold in Saskatchewan include addled eggs, mouldy eggs, eggs with an adherent yolk, eggs with a bloody white, black rots, white rots, eggs with a blood ring, and partially incubated eggs.

MARKETS BY WIRE

Continued from page 58

on the basis of 7c per pound, by the bag. It is stated that asparagus, canned, is not in big supply. One salesman is pointing out to his trade that with all dried fruits so high, the bulk of mincemeat, if selling this fall, will be at a pretty steep price. It's worth a thought. One brand of corn flakes is selling today at $4.85.

SOMETHING ABOUT FLIES

There was a grocer on the corner of one of Montreal's finest streets. His nearest competitor was five blocks away, and he had the opportunity of getting and holding the trade of many hundred families.

One department of his business was devoted to fruits, another to meats, and still another to fish. His floor was covered with sawdust every morning—sometimes it was left for more than one day.

In the summer time he kept no screen over his fruit, fish or meats. Flies of the common house variety and also the great ugly bluebottle kind feasted at will in these departments. Customers came, saw, and went away disgusted. Soon they purchased only package goods from this store, and recently the store was closed and the creditors have taken charge.

LIVERY, $6

Scene: Small town hotel, worried grocery salesman at writing desk. Before him a small pile of money and a sheet containing a column of expense account figures.

He adds and frowns. Counts money and frowns again. Thinks hard. Frowns harder. Thinks harder. Frown disappears. Smiles. Leans back in chair.

Holds left hand out in front of him and says, "Giddap, hoss, giddap." Holds attitude a minute. Then, "Whoa, hoss."

Adds to column of figures:

"Livery, $6."

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"
Brand
Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

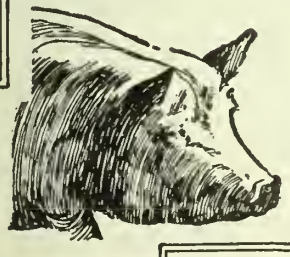
In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

Drop us a postcard for current prices if our traveller is not calling regularly.



TORONTO

Montreal Hamilton

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Salt Plant, Windsor, Ontario

Demand For Quality

Our widespread advertising creates a demand for the Salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize

Windsor Table Salt
For general household use

Regal Table Salt
Free running - Sold in cartons

Windsor Dairy Salt

Windsor Cheese Salt

Your orders from any or all of our products will receive our most careful attention.

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

TRADE CB LTD MARK

Profitable Products

Merchants and Clerks will find that the reputation BRUNSWICK BRAND has will be prominently marked by the constant demand there is for this fish. Therefore, a little display in your window or on your counter will be a stepping-stone to future profitable sales.

Let us receive your order at once and we shall reply with an early shipment.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

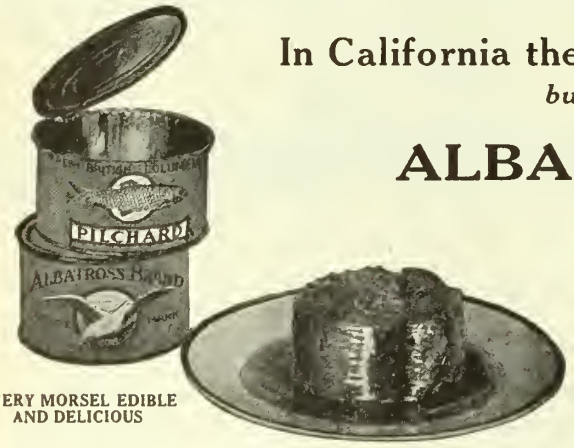
Halifax - N.S.

MARTIN M. SICHEL & CO.

Grocery Brokers

212 McGill Street - Montreal

Correspondence Solicited



EVERY MORSEL EDIBLE AND DELICIOUS

In California they pack this species as Sardines

but no one packs them with the scrupulous care given to

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Wallace Herrings are Supreme in Quality

and enjoy a steady, well-earned demand.

WALLACE FISHERIES LIMITED
VANCOUVER

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

A handful of rice and a loin-cloth—

is about all that a coolie needs in this life.

Would you like to be a grocer in any country where the people have *no desire* for the things you, as a salesman, can easily sell in your present store?

The higher the standard of living, the greater is the range of human desires.

The dealer helps himself to better business when by the selection and distribution of quality brands he goes a long way towards improving the standard of living, and thus enlarges his business.

Our advertising is *making—keeping—improving* a market for you.

Take advantage of it.

A few drops of LEA & PERRINS' will impart to ordinary dishes piquancy and flavor—revealing to the palate new and delightful experiences in food enjoyment.

The unvarying high quality of Lea & Perrins' has made it the Sauce Supreme.

No table or kitchen is complete without it.

In Lea & Perrins' Sauce you have the Best. It has been the best for over eighty years. The quality has never been changed. It is the Original Worcestershire Sauce, and therefore genuine.

Lea & Perrins

HAROLD SEDDON
137 McGill Street MONTREAL Special Agent

Recommend LANKA for Iced Tea

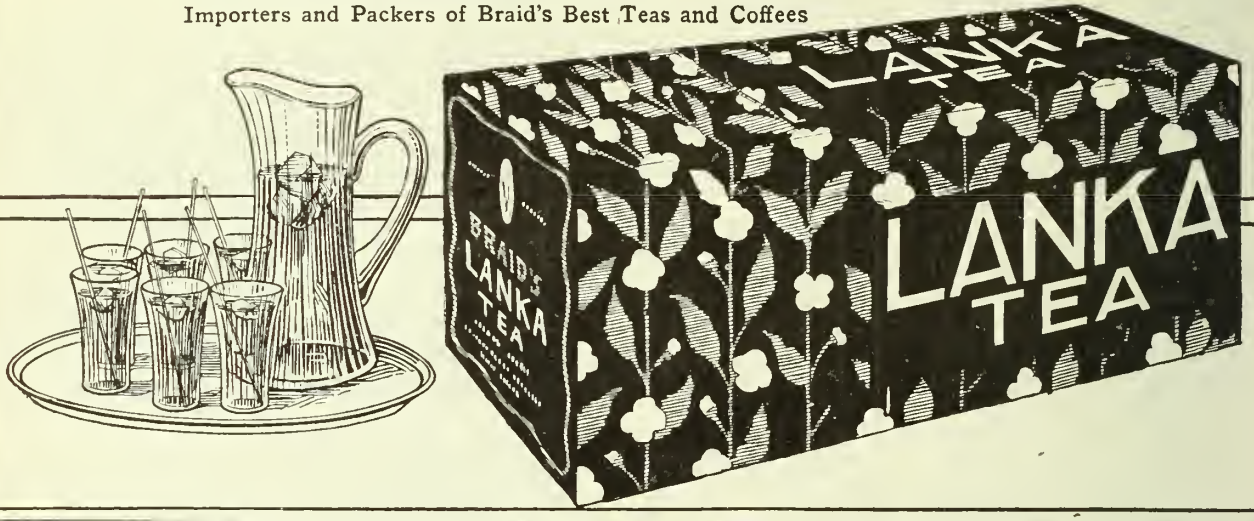
LANKA makes especially good iced tea—goodness due to its wonderful richness of flavor and smoothness of body.

You should explain this to your customers and recommend it for this use. They will appreciate your thoughtfulness and compliment your judgment.

Arrange a tray of glasses and an iced tea jug on your counter backed by some LANKA Tea packages and you make a buying suggestion to all your customers.

Whatever you say about LANKA is backed by LANKA quality to the last word. Begin to display and recommend today.

WM. BRAID & COMPANY, Vancouver, Canada
Importers and Packers of Braid's Best Teas and Coffees



Always Good

ROYAL ACADIA SUGAR

Royal Acadia Sugar can be depended upon to be 100% Pure and 100% sweet, a standard that never changes from one year's end to the other.

For every sweetening purpose you can recommend it to your customers with absolute assurance that it will uphold its reputation of "always good."

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Why You Should Feature KING GEORGE'S NAVY

pleasing in every particular

"Chewers" generally are discriminating people.

They like tobacco that retains its flavor and keeps moist and good down to the last "toothful."

Hence the big demand for *King George's Navy*, and the big profits that dealers everywhere are making through meeting this demand.

Are you one of them?

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Cow Brand Baking Soda

Canadian housewives have confidence in Cow Brand Baking Soda because they have learned that its great strength and purity always assures them of successful results in all their baking operations.

In every test, Cow Brand Baking Soda has proven its superiority, and its great strength makes it the most economical baking soda on the market.

Church & Dwight, Limited
MONTREAL

COSGRAVE'S PURE Malt Vinegar

Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
Toronto

The Vital Test--SALES

Superior Macaroni already has met the big test that interests the grocer—it is selling like everything!

Already we are being forced to consider the enlargement of our plant. Repeat orders are piling up. Only *quality* could make so splendid a record. Stock up with

SUPERIOR Macaroni

Never sours on your shelf because of special drying process. Western hard wheat only is used.

Sole selling agents:

Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

The Superior Macaroni Co., Ltd., Toronto

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd.. Toronto

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

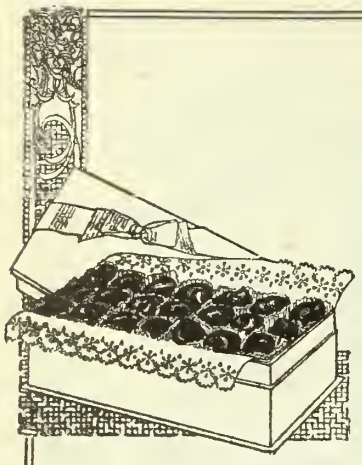
Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL



As Good as their names Imply

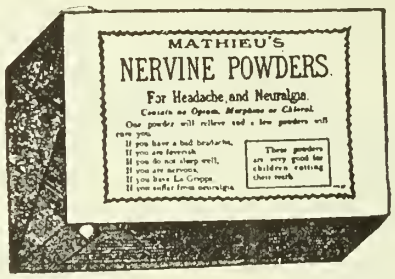
"Nobility," "Glendale" chocolates are just as we say—REAL GOOD—for you, Mr. Merchant, because they bring real results from the steady demand they have and "Good" to all customers on account of their Purity.

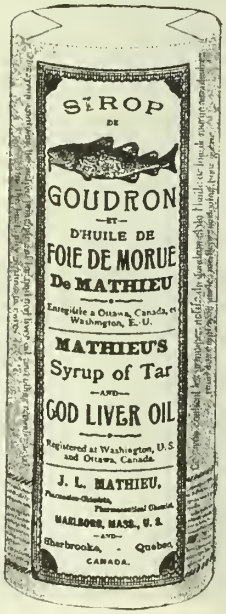
Display "Nobility Chocolates" **"Worthy of the Name"**—also our delicious pan candies and creams—it will pay you.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents :
Edgar S. Fisher, 12 Herndale Ave., Toronto
Maclure & Langley, Limited, Montreal, Winnipeg

Two Ways for Profit





By selling Mathieu's Nervine Powders, also Mathieu's Syrup of Tar and Cod Liver Oil. The former are unequalled for Neuralgia, Nervousness, Headaches, La Grippe, etc. The latter is in demand by those suffering from severe colds and similar ailments.

An order to-day will bring an Early Shipment—and subsequent satisfaction.

J. L. MATHIEU COMPANY
PROPRIETORS
SHERBROOKE, QUE.

Help yourself to the profits!

Put Gold Dust packages where your customers can see them.

We can't do it all. Our advertising makes women *want* Gold Dust. They will *buy* when they see it on your shelves.

Gold Dust is "Made in Canada" and advertised in Canada. It's a money maker for you.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company
169 William Street, Montreal

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

AGENTS WANTED

BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies, Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.
9 Iberville St. Montreal

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO. LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30

Culinary Starch

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 15½

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45

RAISINS

What is left of 1919 crop of this fruit is certainly getting into very small compass. The extraordinary exports from here to the United States practically cleared the Canadian market and what is left is a mere bagatelle of the quantity usually held here at this season. In past years large quantities of freshly seeded were sent forward from the Coast to take care of the early requirements before the new fruit came to hand.

This year there will be none of this coming forward, for the simple reason that there's none left on the Coast. We have a small lot of the different kinds which we offer subject to unsold, and you who may be in need had better stock up for your Fall trade while the fruit is available.

Griffin	Seedless,	15 oz.	-	.30
Sunmaid	"	15 oz.	-	.30
Sunmaid	Seeded,	15 oz.	-	.28½
Griffin	"	15 oz.	-	.28½
Choice	"	15 oz.	-	.27½
Fancy	"	11 oz.	-	.22¾
Choice	"	11 oz.	-	.22

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M-578

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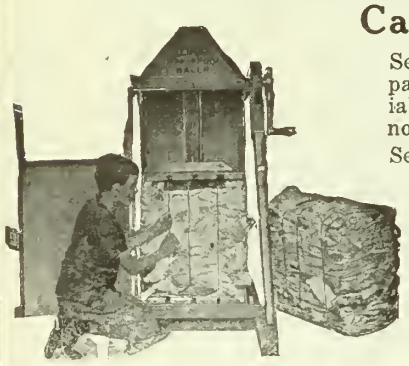

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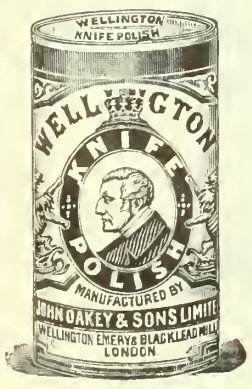
OWEN SOUND - - ONTARIO



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Sankey & Mason, 839 Beatty Street,
Vancouver.

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATIN	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
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MAGOR, SON & CO., LTD.	
	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montrea.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

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The superiority of these flakes not only insures present sale but continued popularity.

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The same square treatment which has built our business will always back the trade from jobber to consumer.

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Very fine quality and prices right.

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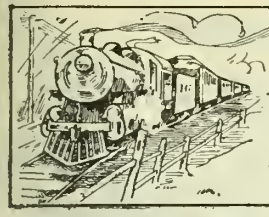

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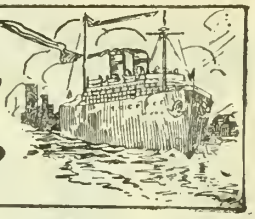

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PACIFIC COAST MANTLE FACTORY.

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Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

A.B.W. Best Brooms

THE ARE MADE OF FINEST SELECTED GREEN CARPET BRUSH

CLOSELY BOUND, AND IS EASILY THE BEST LIGHT BROOM ON THE MARKET.

For Prices, etc., write

AMERICAN BROOM WORKS
ST. BASILE, QUEBEC, CAN.

Also looking for a few good Representatives.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

OUT-OF-TOWN TRAVELLER WANTED TO sell splendid line of confections. Chadwick & Co., 34 Duke St., Toronto.

WANTED — GROCERY CLERK, TOWN 3,500 population. Must be a live-wire and be able to furnish references. Apply Box 216, Canadian Grocer, Toronto, Ont.

WANTED — AT ONCE, SALESLADY FOR country general store, must be well versed in dry goods, be smart and congenial. Furnish reference with first letter. Apply T. R. Craig, Martintown, Ont.

FOR SALE

FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FOR SALE—A THRIVING GROCERY BUSIness on one of the principal streets of the city. A good business in a good location. Apply to S. & W. Climie, 117 Gore St., Sault Ste. Marie, Ont.

FOR SALE — GOOD GROCERY BUSINESS. Stock $8,000. Can be reduced. Fixtures $2,000. Apply John Purvis & Son, Parry Sound, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER

CATSUP THAT WILL KEEP
IS MADE FROM
PARKE'S CATSUP FLAVOR AND PRESERVER

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

NO ADDITIONAL SPICES ARE REQUIRED

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price. $2.25 Per Doz.; $27.00 Per Gross.

PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place. Brooklyn, N.Y.

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.

ARNETTIZE YOUR STORE

3

Create The Right Atmosphere

Cleanliness creates a pleasing atmosphere.

Neat and clean merchandise, well-arranged displays, bright show-cases and an absence of dust, create an atmosphere in your store that makes a favorable impression upon your trade.

Dust and dirt cost you money, not only in the deterioration of your goods but in *loss of trade.* The spick and span type of woman shuns the shop of musty surroundings. Banish dust from your shop and make your store bright and attractive.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

is the best ally to wage war on dust. One application cleans and preserves your floor and *prevents the dust from rising.* All dirt and dust which may enter your store is held to the floor so that it may be swept out without contaminating the air. One gallon is sufficient to treat upwards of 700 square feet of floor surface, and one application lasts for months. Imperial Floor Dressing is sold in gallon and four-gallon lithographed sealed cans, half-barrels and barrels.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

WHEN THE WAITING LINE
GROWS TIRED OF WAITING

Why delay, Mr. Grocer, until vexed and irritated customers complain?

STRENGTHEN YOUR SERVICE CHAIN; ADD THE MISSING LINK—

THAT OTHER DAYTON

It's a simple problem with three sides — solve it yourself before rush hour overtakes you.

Why wait for dissatisfied customers to spur you? Study this easy proposition from all three sides and when rush hour comes you'll BE READY!

THE CLERK'S SIDE: Why am I helpless and losing time while time is most precious? Just another case of trying to make one Dayton do the work of two.

THE BUYER'S SIDE: Mr. Grocer may waste his own time—his clerks' time—but not mine. Good-bye!

YOUR SIDE: Can I afford to keep clerks waiting. customers waiting, lose trade and proclaim my inefficiency—or shall I buy "That Other Dayton?"

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415 Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 3rd Ave.; CALGARY, 127 6th Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

FEATURING CANADIAN NATIONAL EXHIBITION

CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, AUGUST 27, 1920 No. 35.

The Package may be imitated but the Contents cannot

A Lady Told Us This—

IT'S worth while passing on to you because her statement plainly shows an easy opportunity to double your Aladdin Dye Soap Sales.

Speaking of Aladdin Dye Soap, she said: "I always keep two or three cakes of Aladdin on hand especially on Wash Day. When with the water and basins handy any garments to be colored I just wash with Aladdin Dye Soap to the desired color. Since I've discovered the convenience of having a stock of Aladdin, I always buy two or three cakes at a time."

Three sales instead of one and with no extra trouble. Because your Aladdin Revolving Display stand (**Free** with one gross of Aladdin Dye Soap) practically makes a sale itself. Merely suggest to the lady customer that she keep a few extra cakes of Aladdin Dye Soap on hand, to save coming to the store every time she decides to transform a faded fabric into a bright new one.

You will find it to be a welcome suggestion. You will also find quicker profits on your Aladdin investment.

Channell Chemical Company, Limited

Makers of O-Cedar Products Toronto **Distributors of Aladdin Dye Soap**

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

When *Borden's* Milk enters Sour milk problems vanish

Tell your customers that a half dozen or so assorted tins of *Borden's Milk* kept always on their shelves will absolutely eliminate summer sour milk problems and enable them to have a constant supply of fresh, rich, creamy milk always on hand. For summer cottagers, campers, etc., as well as for general household use *Borden's* original preserved milk has proven itself a real necessity. Keep your Borden stocks well displayed during the warm weather months—remember it pays to feature Borden's.

The Borden Co., Limited

Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Borden's Malted Milk

Borden's

Canada's National Milk

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

The very finest Canadian Spaghetti

Fresh, red ripe Canadian Tomatoes Highest Grade Canadian Cheese

Made in Canada

By Canadians

New Season's Pack Now Ready

Those of your customers, Mr. Grocer, who have not yet tried this dish, will more than appreciate it if you persuade them to try a can. Those who have tried it are always ready for more.

Package and price are attractive—margin is good.

W. CLARK LIMITED, MONTREAL

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon, Sask.
NICHOLSON-RANKIN, LTD., Regina, Sask.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B. C.

Ford

Standard Touring Car

Has every refinement you would demand in a high-priced car:

One-man top with snap-on curtain fasteners, glass windows in back.

Sloping, double ventilating windshield.

Demountable rims.

Tire carrier.

Non-skid rear tires.

Leather door grips.

Horn button mounted on top of steering column.

Seating space re-arranged to give maximum riding comfort.

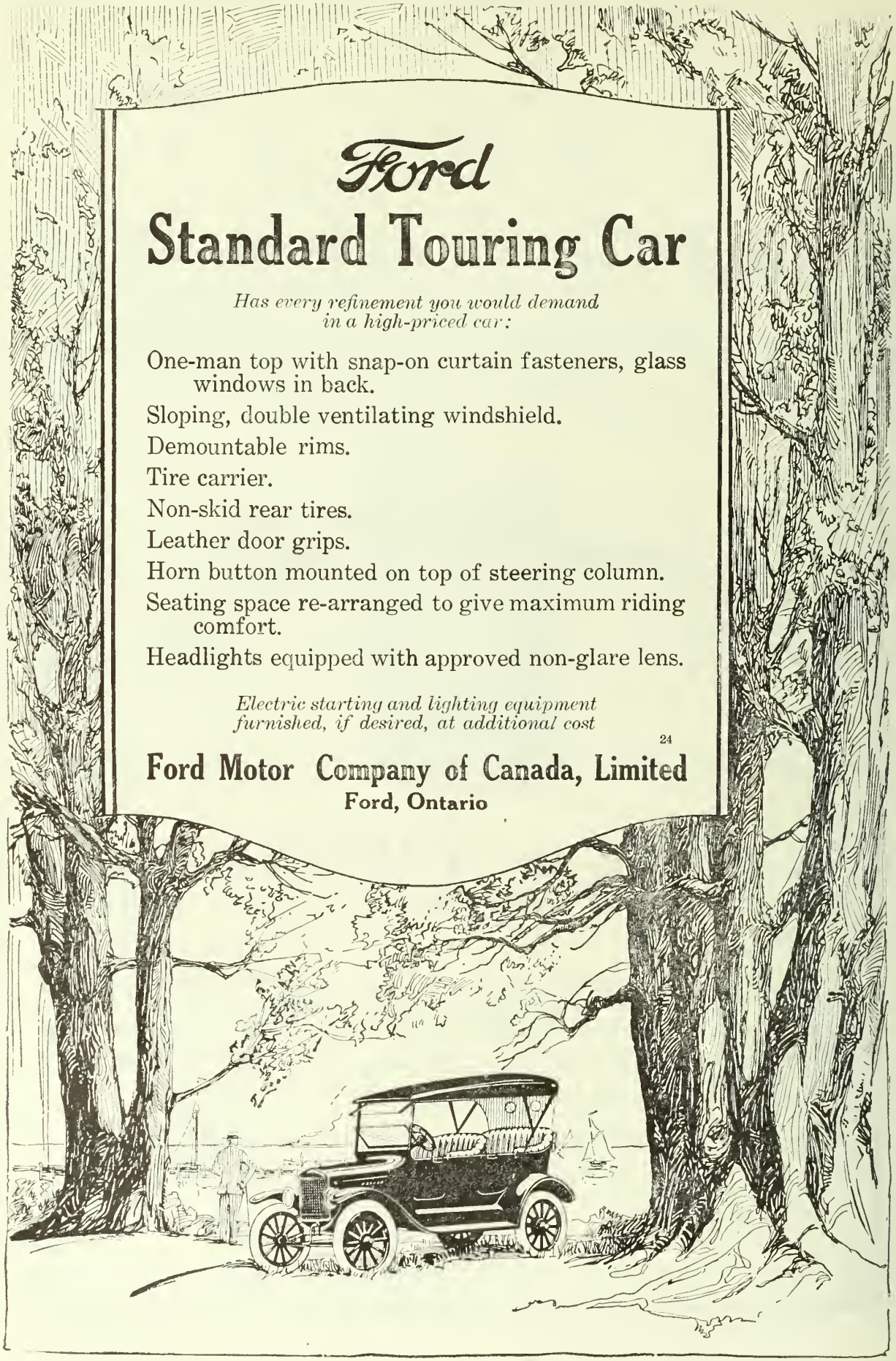
Headlights equipped with approved non-glare lens.

Electric starting and lighting equipment furnished, if desired, at additional cost

24

Ford Motor Company of Canada, Limited

Ford, Ontario



ESTABLISHED 150 YEARS

1770 1920

By Royal Appointment

DAY & MARTIN LIMITED

The House with a History.

Pioneers of Polish.

Day & Martin, Ltd., have the pleasure to advise the Grocery Trade in Canada that they have arranged for the distribution of their products throughout the entire Dominion through Hargreaves (Canada), Ltd., 24, Wellington Street West, Toronto.

In England, Day & Martin, Ltd., are closely associated with Hargreaves Bros. & Co., Ltd., of Ocean Works and "Gipsyville,' Hull, and 12, Soho Square, London, working in co-operation with them in both the Home and Export Markets. By entrusting their Canadian representation to Hargreaves (Canada), Ltd., they are confident that the Trade will secure a high standard of service.

The leading Day & Martin line which Hargreaves (Canada), Ltd., are now offering is:—

Day & Martin's Wax Shoe Polish.

—a quick, bright-shining Wax and Turpentine Polish of high quality, which has been fully proved on the Home Market.

This Polish is attractively put up in a manner adapted to the requirements of the Canadian Trade, and, in addition, the Day & Martin easy-opening tab will be found attached to every tin. However tight a lid may be, it can be easily and instantly removed by this simple tab device. This has proved a very valuable selling point, and it will, without doubt, appeal to the Canadian Housewife in the same way as it has done to those at home. The phrase

The Tin with the Tab

means Day & Martin's every time. It will become a household word in Ca ada.

Watch this journal for further Day & Martin announcements in which reference will be made to Liquid Blacking still sold in the original st one jars popular 100 years ago; Paste Blacking in tins; Boot Creams in bottles; Buckskin and Canvas Pearl Dressings; Dubbin; etc., etc.

Samples, quotations, and full particulars will be sent, with pleasure, by return mail, on receipt of Post Card, or trade heading, addressed to:—

HARGREAVES (CANADA), LTD.,
24, Wellington Street West, TORONTO.

Feature "sure-repeaters" like

BRUNSWICK BRAND SEA FOODS

You'll need very little selling effort to make a sale of Brunswick Brand delicious sea foods, and you can depend upon it that every first sale will turn out a steady, profitable repeater.

The Canadian public know Brunswick Brand products—for years they have become familiarized with their never-failing high standard quality and reasonable price, and behind the Brunswick Brand trademark is a selling power that is winning big profits for the wise Brunswick Brand dealers.

Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)

GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS AND PRESERVES THE LEATHER AND RESTORES ITS COLOR AND LUSTRE

Whittemore's Shoe Polishes

Are Superior

"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS., U.S.A.

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

Order from your wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

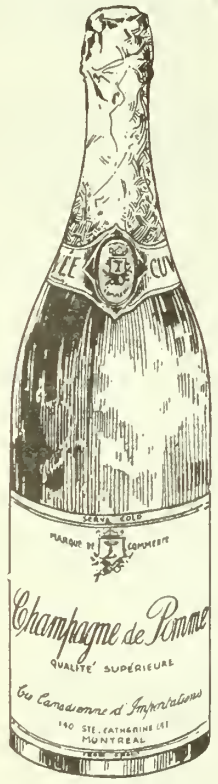
Good Judgment is shown when stocking Brodie's XXX Self-Raising Flour

This flour represents the highest standard of quality and wholesomeness. You will soon realize this by the amount of sales. Housewives will buy when they receive just returns for money expended. Recommend it for good baking.

Obtain your supply from your Wholesaler or Jobber.

Brodie & Harvie, Ltd., Bleury St., Montreal

Ontario Representatives: Chadwick & Co., Toronto. Quebec Representatives: J. B. Renaud & Cie, Inc., Quebec.



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.

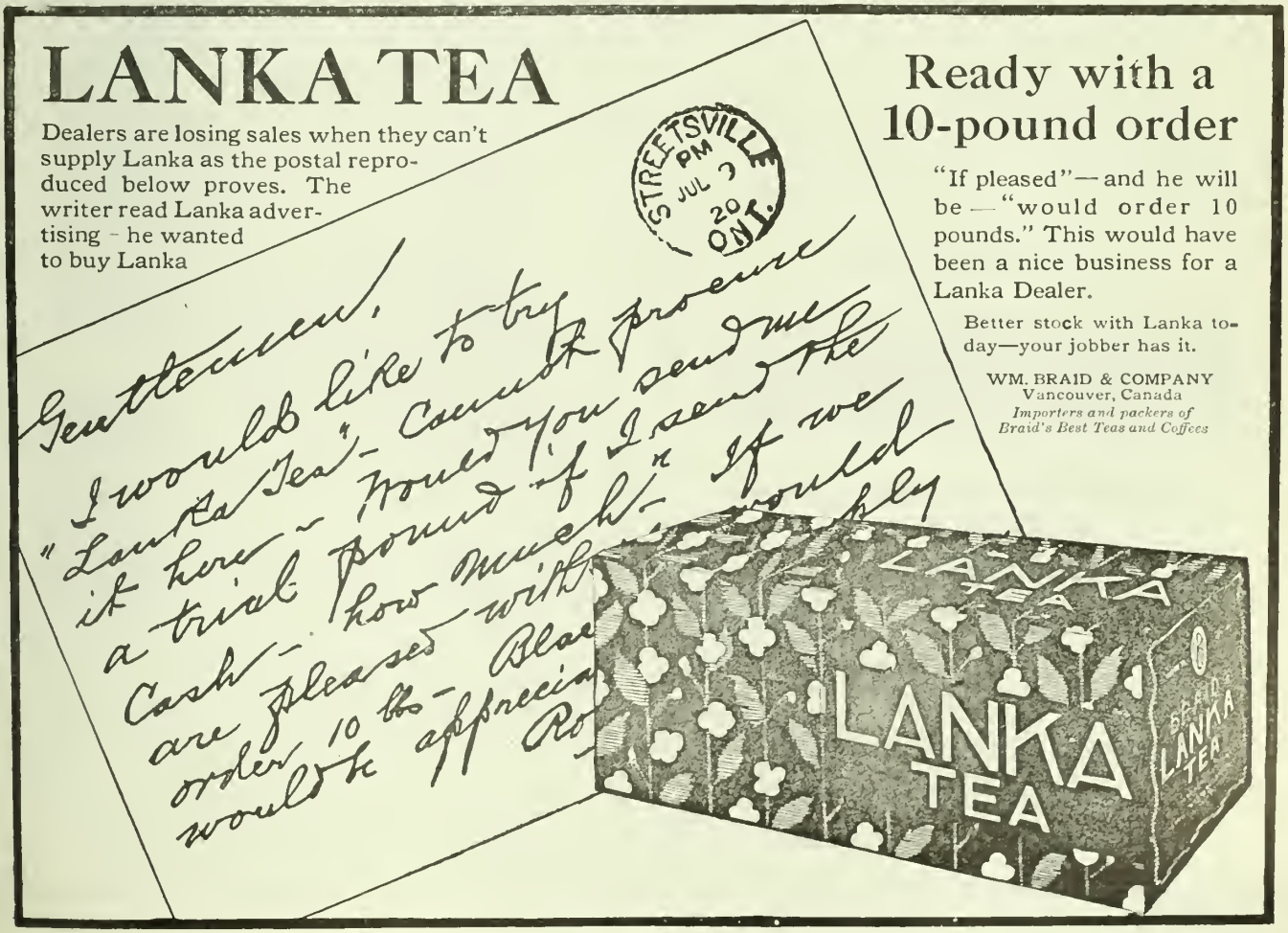
IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do. *Write us and let us demonstrate.*

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

LANKA TEA

Dealers are losing sales when they can't supply Lanka as the postal reproduced below proves. The writer read Lanka advertising - he wanted to buy Lanka



Ready with a 10-pound order

"If pleased"—and he will be—"would order 10 pounds." This would have been a nice business for a Lanka Dealer.

Better stock with Lanka today—your jobber has it.

WM. BRAID & COMPANY
Vancouver, Canada
Importers and packers of Braid's Best Teas and Coffees

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

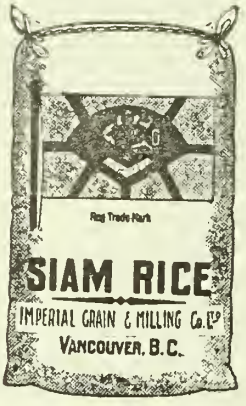
We are more than Brokers, we are Business Builders.

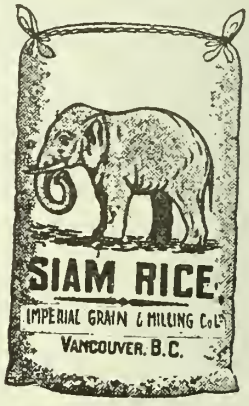
WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manf.'s Agent
HEAD OFFICE: REGINA, SASK.
A PURELY WESTERN ORGANIZATION WITH AN EXCELLENT REPUTATION.
11 years in the West and experience that would be useful to you.
Appoint—PRITTY—for SASKATCHEWAN.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C

EVERY MORSEL EDIBLE AND DELICIOUS

No scales, no fins, no roe, no entrails

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Wallace Herrings are Supreme in Quality

and enjoy a steady, well-earned demand.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced, energetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

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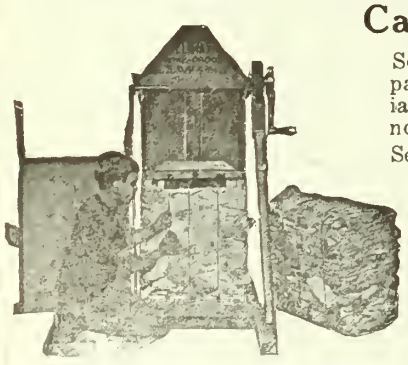

Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON ONT.

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
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Our Agents:
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ACID PHOSPHATE *for* SELF-RAISING FLOUR MANUFACTURERS
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
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Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Owing to advice from European Firms my trip to England has been postponed to August 27th. If interested in European trade
Write or wire immediately.
73 McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

SHEPHERD-MOTT CO.
AGENTS for QUALITY
REPRESENTING
WENTWORTH ORCHARD
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HARRY HORN
Successors to
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3 ST. NICHOLAS ST.,
MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
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CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
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Broker and Commission Merchant
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Say you saw it in Canadian Grocer, it will identify you.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
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SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. Al references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

CAPE BRETON & NEWFOUNDLAND
WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.
Sydney, N.S. **NORMAN & GREEN** St. Johns, Nfld.

Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
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The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

The difference between "Making a Living" and Making Money

Thousands of stores with a small stock seldom turned, go along making a bare living from the trade of a few customers.

People like to buy groceries where stock is fresh, well kept and neatly displayed—free from Dirt, Dust, Vermin—etc.—

The Sherer Sanitary Grocery Counter

—nearly 70,000 in use—

Keeps merchandise in splendid condition—displays 31 or more varieties and starts the grocer along the road to prosperity.

The Big Favorite—Model "66"
Made in Canada

Patented in Canada

The Sherer Gillett Co., Ltd.
GUELPH, ONT.

When You

consumer gets more
you make more

Write for the catalogue

Sherer Gillett Co., Dept. 57
GUELPH, ONT.

Please send us full particulars and catalogue of the SHERER COUNTER.

Name .....

Town .....

Province .....

Purnell's

England's Best

Pure Malt Vinegar Pickles & Sauces

Speciality B V Fruit Sauce

Have Stood the Test of Time
Having Been Established Since 1750

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R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

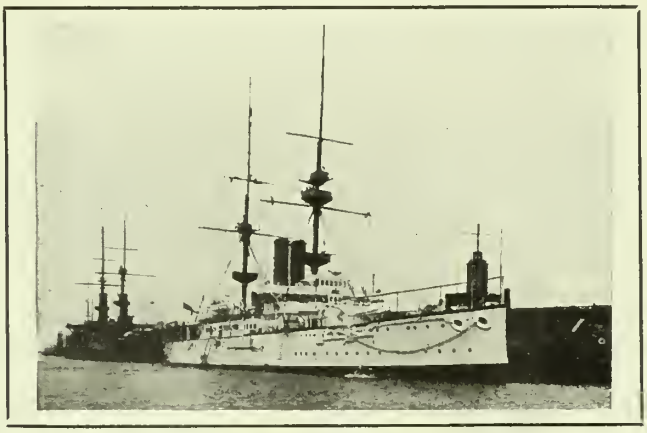
Nap. Morrissette
18 Cartier Square
MONTREAL

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS, ETC.



SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd.. Toronto

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) $5.00

No. 2 and No. 3 Eureka Refrigerators

When in Toronto for Exhibition do not fail to visit the new Wm. Davies Co. store opposite the City Hall.

Equipped exclusively with Eureka Mechanical Cold Storage Counters.

And then write us for free illustrated catalog and information.

Eureka Refrigerator Co., Ltd.

Head Office and Factories: Owen Sound

Toronto Office: 11 Colborne St. Main 556

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd, Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building Vancouver.

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg
WINNIPEG
Repr.: A. E. Hanna

UPTON'S 1920 PACK

Order
your supply
—to-day

PURE STRAWBERRY JAM
RASPBERRY JAM

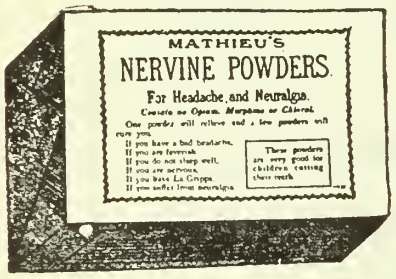
NOW READY

Made from delicious fruits from the Niagara Fruit Belt. Made as only Upton's can make it. Its unsurpassing quality makes satisfied customers.

THE T. UPTON Company
LIMITED
HAMILTON, CANADA

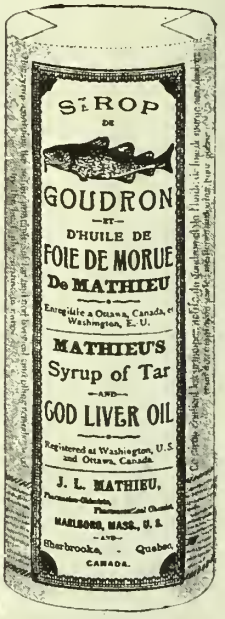
Selling Agents:
S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

You'll know them by their Efficiency



Mathieu's Nervine Powders have proven their efficiency for relieving Headaches, Neuralgia, Nervousness, etc., and will, we know, still maintain that standard—this we feel sure will give you confidence of their ability to bring profitable results.

Order to-day—Early shipment will follow.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

SOMETHING NEW

PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED

HAMILTON, CANADA

Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

It Pays to Cater to Your Customers

Now is the time for picnics, outings, etc. Display a few cans of MALCOLM MILK PRODUCTS on your counter and advise prospective purchasers of the quality as well as the convenience of these products. Your efforts will be well repaid.

The Malcolm Condensing Co., Ltd.
ST. GEORGE ONTARIO

Feature convenience and keeping quality for hot weather.

For Easily Prepared Luncheons Suggest

King Oscar

Brand

Sardines

Packed from the finest selected Norwegian Sardines and in pure olive oil.

A stock on hand will pay you.

Consult your wholesaler.

Canadian Agents

John W. Bickle & Greening

Hamilton Ontario

Made from Sound Concord Grapes

Has a popular deliciousness that gives it a steady and profitable sale. Marsh's Grape Juice will pay you.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited

Toronto and Montreal

Furnivall's FINE FRUIT PURE JAM

Only fresh, juicy, nature-ripened fruit — carefully selected to exclude blemishes— and pure cane sugar are employed in making these delicious jams.

If your customers are particular and demand the highest quality, give them Furnivall's.

FURNIVALL - NEW

Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.

ARE YOU

coming to the Toronto Exhibition this year?

Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally —perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited

18 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, and try a cup of Red Rose Orange Pekoe which we are serving this year.

T. H. E. Co., Limited

What's Wanted

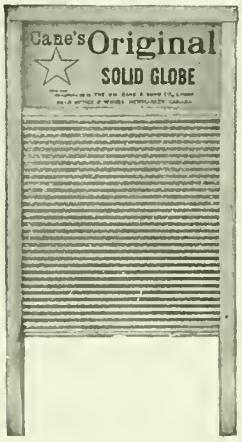
Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.



Cane's Washboards

Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.

Limited

NEWMARKET, ONTARIO

A Counter Display Stand like this will make your sales even more easy.

A Line That Every Grocer Can Honestly Stand Behind

In the good old summer time, Housewives use more Laundry Blue than during all the other months combined. Keep your stock of Keen's Oxford Blue well to the front these days; and talk it up with your Customers. Sometimes a little reminder makes a big sale.

Magor, Son & Co., Limited

191 St. Paul Street W.
MONTREAL

30 Church Street
TORONTO

To Fresh and Evaporated
APPLE SHIPPERS

IF INTERESTED IN DISTRIBUTION
IN WESTERN CANADA

WIRE OR WRITE

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers
WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN CALGARY, EDMONTON, ALBERTA

CANADIAN GROCER

VOL. XXXIV TORONTO, AUGUST 27, 1920 No. 35

Toronto as a market centre—A place of interest during the Exhibition

TORONTO invites the grocers of Canada to visit the Canadian National Exhibition. Manufacturers of foodstuffs in Toronto not only invite you to their exhibits at the Fair, but assure you a hearty welcome at their plants, where you will have an opportunity to become better acquainted with the goods in the making. Canadian Grocer believes it will be to your advantage to accept the invitation to come to Toronto to the Fair, to the markets from where much of the merchandise you are selling is distributed. Hundreds of grocers will, no doubt, as in the past, come to Toronto during the two weeks of the Exhibition. Their purpose in coming is twofold, to share in the pleasure of such an enterprise, but, of more importance, to study and learn, from the many exhibits that are shown, something that is going to help them in their business, something that will advance and promote their best interests. It is an opportunity for an interchange of ideas, for the securing of information that cannot help but redound to the benefit of all, and Canadian Grocer in the accompanying article points out some of the advantages to be gained by the retail grocer and general merchant by a visit to Toronto during the period of the Canadian National Exhibition.

The Exhibits of Foodstuffs

From the standpoint of the Fair itself, there is sufficient to attract the grocer, and make it well worth his while to give as much of his time as possible to a close scrutiny of the exhibits of foodstuffs. Toronto, in addition, is one of Canada's important buying centres, and the home of many manufacturers of foodstuffs. It also contains many progressive retail grocery stores. In population it is second to Montreal in Canada.

The exhibits of foodstuffs at the Canadian National comprise a comprehensive list. Many articles that the merchant has in stock or will stock in the future will be demonstrated. It is up to the grocer to find out all he can about them. Practical demonstrations are of foremost importance, and bear telling effect on the success of new lines. These food exhibits aim to give as much information as possible about the various products, and courteous, efficient attendants are untiring in their efforts to instruct in the use and value of the foods they are showing.

How much more successfully can a merchant sell a certain article, if he himself is convinced of its worth? He can increase his sales of any line if he knows the product better. The exhibition provides the best chance to become acquainted with the goods he is handling. Very often on this occasion new articles are introduced for the first time, and the enterprising merchant who is going to stock them will be on hand to find out all about them. The dairy building with its exhibits of meats of all varieties, its many dairy products, and the manufacturers' building, and annex, where the demonstrations of foodstuffs may be seen, should engage the attention and interest of visiting grocers.

New Ideas in Equipment

Then in the way of store equipment, there is plenty to attract the grocer. The newest ideas in the way of computing scales, where everything to be known about a scale may be learned for the asking; refrigerators and the most modern equipment for refrigeration, silent salesmen and many other store accessories that are requisite in the up-to-the-minute grocery should all be seen. It is well for the grocer to keep in touch with new equipment and everything that tends to better service for his customers.

Crowds eager to enter the grounds at the main entrance to the Canadian National Exhibition.

The Goods in the Making

Apart from the Exhibition, and the many exhibits that are sure to attract the trade, a visit to Toronto at this time should include a tour of some of the large manufacturing concerns, makers of various food products. In this connection Toronto is extremely fortunate, and numbers among its industries some of the largest plants of their kind in the Dominion. Many of the large food producing plants have their headquarters in the Ontario capital. Five of Canada's largest packing plants are located in Toronto, and a visit to them will be found interesting as well as instructive. There are also several large cereal and flour mills, two large biscuit plants and three soap plants. There is a cocoa plant and several chocolate factories that are worthy of a visit. These concerns, grocers may be assured, will be only too willing and ever ready to show them through their institutions. Viewing the various processes of manufacture will be found not only profitable from an educational viewpoint, but valuable in the selling possibilities of the goods. Constant changes and improvements are taking place in the manufacture of different products, and it is an indication of progressive merchandising for the merchant to keep in touch with these changes.

A Visit to the Fruit Market

Another place of interest that should find a place in the itinerary of the visiting grocer is the Toronto fruit market at the foot of Yonge street. This distributing centre for the heavy output of fruit from the Niagara district chiefly constitutes one of the largest markets in Canada. Here the wholesale fruit trade is established for the summer months, and distribution is made over a territory widely diverse. Toronto, by reason of its transportation facilities, is rendered one of the chief market places of the Dominion, and there are few branches of industry in food lines that are not here represented. Factories for the preparation of spices, coffees, the packaging of tea, and for the manufacture of pickles will be worth viewing. There are also a large number of wholesale grocery houses to visit.

For Merchandising Ideas

Coming to Toronto's retail stores, there are several where progressive merchandising methods abound. These ideas might be repeated with success in some of the smaller places of Ontario and of the Dominion. A visit to the grocery department of the T. Eaton Co. should not be overlooked. The methods of this big store—a strong rival of the grocer and general merchant—should be known by every dealer. Such a visit will be found decidedly valuable, and, as is pointed out in another article in this issue, ideas are being put into effect that are bringing business to this section of that store and away from the exclusive grocer. Many of Toronto's fine grocery stores might be mentioned, but the more centrally located are the easiest of access. In this connection the store of Michie and Co., 7 King Street West, located on property valued at several thousand dollars a foot, presents a well-equipped, attractively arranged grocery where display is a feature that brings sales, and where salesmanship is efficiency on a high level. Then again there is the store of R. Barron, Ltd., 728 Yonge street, near Bloor street. Mr. Barron enjoys an enviable reputation in the way of introducing new goods to his customers, and more than one article of food owes its first trial in Canadian homes to the selling efforts

(Continued on page 61)

History of Toronto, a Story of Steady, Uninterrupted Growth and Development

TORONTO stands out pre-eminently as one of the leading centres of industry and commerce in Britain's Overseas Dominions. Geographically the city of Toronto is situated on the northern shore of Lake Ontario, nearly due north from the mouth of the Niagara River. It lies on a plateau gradually ascending from the lake shore to an altitude of 220 feet, and covers an area (not including land covered by water) of about 32 square miles. It is generally level, with slight depressions at points where water courses formerly existed. The harbor in front of the city (a square mile in area) is formed by an island lying to the south of it.

Leads Industrially

Industrially Toronto leads among the other cities of the Dominion. There are 2,181 factories within the city limits, representing an investment of $259,610,000, with an annual output of $288,460,000 worth of goods.

Educationally, Toronto's position is well known, as among the foremost centres of learning on the North American continent. Statistics point to her as the leading wholesale and distributing centre, and as a financial centre it is of first importance. With 64 Anglican, 59 Methodist, 50 Presbyterian, 40 Baptist, 30 Roman Catholic, five Congregational and 50 other churches of various denominations, she is obviously well-favored in a religious sense.

A Place of Meeting

The name "Toronto," is the Indian interpretation of "Place of Meeting." The site of Toronto was the termination of several Indian trails, which supplied the shortest route, and also the most convenient way between Lake Huron and Lake Ontario. It was through this road that the Six Nation Indians passed during the middle of the 17th century, through to the present County of Simcoe, and in a series of bloody conflicts almost exterminated the Huron tribe of Indians.

Fort Rouille, named after the Colonial Minister of France, then in power, was the first name given to the Queen City. This fort was established in 1759, being a French trading post, and it was burned the same year by the French, who withdrew from the town, after being conquered by the British.

Name Changed to York

Toward the close of the 18th century, Toronto was selected as the capital of the Province of Upper Canada, but the name Toronto was changed to York in honor of the Duke of York, son of King George the Third. During the war between the United States and Great Britain, forces from the United States occupied the town of York in 1813, and burned the Legislative Assembly buildings and the Archives. At the conclusion of the war the town grew by leaps and bounds.

In 1834, the population having reached 9,254, the municipality was incorporated as a city and re-named Toronto, and William Lyon Mackenzie became the first mayor. Since that time the progress of the municipality has not received a single set back, and it has doubled its population every 15 years, until recent years, when it grew even faster. In 1884 the population was 105,211, in 1905, 238,642; 1910, 341,991; 1914, 470,144; 1915, 463,705; 1916, 460,526; 1917, 473-829; 1918, 489,681; 1919, 499,287.

A Residential City

Toronto as a residential city has no peer on the continent. There is no city of equal size in the United States or Canada in which there are so many substantial and artistic homes, a striking feature being that 30 per cent. are owned by the occupants. This spells sound citi-

PLACES OF INTEREST IN TORONTO AND WHERE SITUATED

City Hall—Head of Bay street.

Queen's Park—In the heart of the city—at the head of University Avenue.

Parliament Buildings—In the centre of Queen's Park.

Toronto General Hospital—College and University Ave.

University of Toronto—Queen's Park.

Public Library—Central Building at College and St. George streets.

Observatory—Bloor West.

Royal Ontario Museum—253 Bloor W. Open every day from 10 a.m. to 5 p.m.

Art Gallery of Toronto—339 Dundas St. W. Open daily.

Exhibition Park—Comprising 264 acres. Situated along waterfront. Reached from downtown by King and Bathurst cars.

Allan Gardens—Toronto's botanical park at Carlton and Sherbourne streets.

Riverdale Park—Off Broadview Ave.

Island Park—Across the Bay—Ferries to the Park leave Bay street wharf every twenty minutes.

Hanlan's Point—An amusement park across the Bay. Hanlan's Point stadium, the home of the Toronto Ball Club.

Scarborough Beach Park—lies just east of the city—an amusement park reached by King East street cars.

High Park—located at the western city limits—a natural piece of woodland cut up by ravines and small creeks.

A view of the business section of Toronto from the top of the Har bor Commission Building on the waterfront. Note the three sky-scrapers, the Royal Bank building, C.P.R. building and Dominion Bank. The Royal Bank building is the highest in the British Empire.

zenship and promotes good government.

The public buildings are noted for their distinctive architecture. Situated in the centre of Queen's Park are the Provincial Legislative Buildings, and in the same area are the buildings of the University of Toronto and affiliated colleges. Osgoode Hall, the seat of Provincial Law Courts, a striking example of classical designing, is situated on Queen Street, a main thoroughfare, only a few minutes walk from the City Hall, in which are housed the law courts of the County of York.

Marked Increase in Assessment

One of the most outstanding examples of the growth of the city, is the marked increase in the local assessment. At the time of incorporation the assessment figures were computed in sterling figures and the first total assessment made by the assessors of the five wards amounted to £509,051, or $2,545,205, the population being 9,254. In 1885 the amount had reached $69,000,000: in 1895, $146,000,000; in 1906, $167,000,000; in 1913, $436,000,000; in 1916, $581,951,013, and the 1917 assessment totalled $588,420,313; 1918, $602,777,559; 1919, $624,207,889; 1920, $642 816 6 0

A Natural Harbor

Lying to the south of Toronto is one of the most beautiful natural harbors in America. Here during the summer may be seen flotillas of the popular dinghies and also hundreds of canoes, yachts and launches. The harbor is formed by a picturesque island sandbar of about 2,000 acres.

Smaller Sized Prunes Are Lower

California Prune and Apricot Growers' Inc. Name Opening Prices on Year's Pack of Prunes—Crop Will Total Nearly 200,000,000 Pounds.

THE California Prune and Apricot Growers Inc., have named opening prices on this year's pack of prunes. These prices are from 2½ to 3 cents per pound below those named by some of the independent packers. This was intimated in an article on prunes which appeared in Canadian Grocer at the time the independent packers named their opening prices.

The complete schedule of opening prices for the 1920 crop of prunes as announced by the association, together with last year's, are as follows:

Size	1919	1920
20-30	23¼	26¼
30-40	19¼	23¾
40-50	17	13¾
50-60	14½	15¾
60-70	13½	13¾
70-80	12½	12¼
80-90	12	10¾
90-100	11½	10¼

Crop Nearly 200,000,000 lbs.

These prices are f.o.b. the coast and to this must be added 1½ cents per pound for freight, two-thirds of a cent per pound for duty and the exchange. The prices named show a decline of from one-half to a cent and a quarter a pound below last year's high record for medium and small size fruit. The large sizes show an increase over last year, owing to the small crop on these varieties this year.

The 1920 California prune crop will total from 180 000,000 to 200,000,000 pounds, according to estimates made, after a careful survey of all the producing districts. Last year's crop was about 250 000 000 pounds, the largest in the history of the country.

Trend is Downward

In accounting for the lower prices named for the 1920 crop of prunes that is on the medium and smaller sizes, H. G. Coykendall, general manager of the association, stated to Canadian Grocer that "the tendency in all markets is downward, not upward. Two things were chiefly responsible for the lower prices this year for the medium and smaller sizes used in the average home. First, speculation on the part of buyers is impossible, owing to the financial situation. Second, millions of pounds of 1919 crop prunes exported to Europe last fall are being sent back to this country because Europe cannot pay for them. Of course, these large supplies thus being forced into domestic consumption had their effect on the price of 1920 crop prunes."

Believes Groceteria is at Height of Its Popularity---Public is Demanding More Service

Manager of Grocery Department in T. Eaton Co., Ltd., Makes Some Interesting Comparisons Regarding the Two Systems of Serving People.

Groceteria Result of High Prices

Self-Serve Department in the Big Store Has Never Deflected Trade From the Long-Established Service—Will Decline in Favor

Showing an attractive section of the grocery department in the main store of The T. Eaton Company, Limited, Toronto.

"I BELIEVE that the groceteria idea in modern merchandising of groceries has about reached the height of its popularity, and that from now on, it will diminish rather than increase in favor with the buying public," Geo. T. Wolfe, manager of the grocery department of the T. Eaton Co., Ltd., replied, in answer to a question from a Canadian Grocer representative, as to whether this method of doing business will ever supplant the more prevalent and time honored service. "High prices with an agitation to carry parcels, in the latter days of the war, were largely responsible for the launching of this groceteria scheme," he added, "and tended to enhance its value as a means of serving the people. I think there will always be the cash-and-carry plan of serving groceries to the public, but even this system of doing business will never eliminate the old service way. We are finding that the people these days are wanting service more than ever before, and are willing to pay for it. Our groceteria has never detracted trade from our regular grocery department, as since its institution last October there has been no noticeable difference in the amount of business turned over in the old established department. People, however, are more and more finding that it is a better way to pay cash for goods, and I believe that to an even far greater extent, than at present is the case, buying on credit, by the consumer, will be eliminated.

People Want Service

"But as to carrying home their groceries altogether, it will never be the case, and people are quite willing to pay the difference for goods delivered. It is only reasonable that service will cost more money, but gauging the public feeling in the matter, we find that service in its broadest sense, is still in demand by the large majority of people. For instance, when the Board of Commerce ruled that a certain figure was to be asked for bacon and not a cent more, the Board entirely lost sight of this fact: the merchant who takes care to cut each slice of bacon of a uniform thickness, separating each one with waxed paper, and presenting it to the consumer in an altogether attractive manner, was not permitted to sell it for more than the fellow who carelessly cut the bacon unevenly, and as carelessly wrapped it up. Now I contend that the man who rendered the greater service in this case, is entitled to a few cents per pound more than the other fellow.

The Groceteria Trade

"Our experience with the groceteria has shown us that it attracts a certain class of people, very small in number, as compared with the vast majority that buys over the telephone and in the order department. From the point of view of profitable merchandising, to the man who is selling groceries by both methods, the groceteria has this disadvantage: people will always buy the package goods, on which there is the greatest margin of profit in the groceteria, and the heavy, bulky lines that do not yield so large a profit, they will want delivered. I certainly think the old way still holds the first place in public favor."

Importance of Display

As is apparent from a visit to the grocery department of the T. Eaton Co. the value of display in the way of stimulating sales is impressed upon one. The entire layout of the department is such as to at once attract your attention. Displays are constantly changed, and are always fresh and attractive. With this end in view, a man is always on the floor looking after this feature. He plans and carries out all displays, his sole duty being to show goods. The grocery department in the main store of the Eaton Co. largely serves the purpose of display, and it is just this fact, that proves the importance the company places on this question of display. True it is that goods are sold over the counter, that is, some lines, but customers buying in the store are invited to sit at the tables in the order department, where saleswomen take the orders, that are afterwards sent to another building where all orders are filled, and from where the deliveries are sent. Co-operating with manufacturers in the way of demonstrating new lines, is a policy of the grocery management, and serves

(Continued on page 34.)

Another section of the grocery department of the T. Eaton Co. Here customers are invited to sit at tables and give their orders to clerks.

Guarantee Sugar Prices Against Decline

Raw Sugar Declines Eleven Cents in a Few Weeks—Refiners Loaded With High Price Raws—No Change in Prices of Refined for a Month, at Least, State Refiners

IN SPITE of the fact that raw sugar has declined fully eleven cents per pound, refiners state that there can be no decline on the refined product for at least a month, in view of the fact that they still have quantities of raw sugar bought at high figures. Furthermore, refiners have guaranteed the price to wholesalers and manufacturers against a decline until the first of October. This indicates that no change can be expected in refined sugar in Canada until the end of September.

The cause of the break in the price of refined sugar in the United States is probably the fact that to-day everyone is a seller just the same as in the spring everyone was a buyer. At that time, from the consumer up, all were trying to buy from six month's to a year's supply in 30 days. This was the cause of the abnormally high prices last spring, and attracted many outside countries to send sugar to the United States, with the result that there is a surplus on hand and the situation is reversed, everyone now becoming a seller. Experts on the American situation say that it will take two things to clear up the present situation and permanently sustain values. One is a period of from 30 to 60 days to absorb the present excess supply of available sugar. The other is possible export demand. If there is a surplus then the price will be fixed by the price that foreigners are willing to pay for the surplus. Some foreign business for either Cuban raws or American granulated would have a great sustaining influence. So far, this has not developed, and at what price it will make its appearance remains to be seen. The price of refined sugar in the United States is $17.10 per hundred and business is reported very light on this basis.

Raw Sugar Market Dull

Willett & Gray in their weekly sugar report of August 19, say: "The market quotation of 12c c. & f. established as we went to press last Thursday, has remained nominally unchanged during the week under review. Holders however have endeavored to sell sugars at this basis and, not succeeding, have reduced their prices to 11c c. & f. Cuban basis and even further concessions are intimated, but refiners continue withdrawn as buyers and no business is reported. Until the refined situation adjusts itself to a more favorable condition there cannot possibly be any improvement in the raw situation."

BELIEVES GROCETERIA IS AT ITS HEIGHT

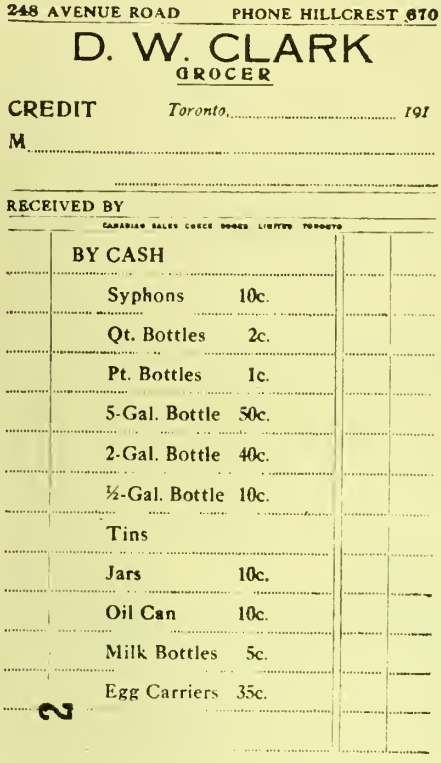
(Continued from page 33.)

in a very useful way to introduce many foodstuffs.

Grocers Can Learn Much

There is much for the average grocer to learn from the merchandising methods of this large concern, and a visit to this store, while in town for the Exhibition, should be among the items on the program. While recognizing a very keen competitor, it is possible to adapt with considerable advantage to the smaller business, some of the sane and businesslike ideas that are here put into effect every working day of the year. Service is paramount, with proper display, advertising, and efficient salesmanship, all helping in the building up of sales in this section of the big store.

ACCOUNTING FOR ALL EMPTY CONTAINERS



248 AVENUE ROAD PHONE HILLCREST 670

D. W. CLARK
GROCER

CREDIT Toronto, 191

M

RECEIVED BY

CANADIAN SALES CHECK BOOKS LIMITED TORONTO

BY CASH	
Syphons	10c.
Qt. Bottles	2c.
Pt. Bottles	1c.
5-Gal. Bottle	50c.
2-Gal. Bottle	40c.
½-Gal. Bottle	10c.
Tins	
Jars	10c.
Oil Can	10c.
Milk Bottles	5c.
Egg Carriers	35c.

One of the most difficult propositions that the retail grocer has to contend with and one that eats very considerably into the profits is the fact that many customers are careless in making prompt and careful returns of all empty containers, such as vinegar jars, egg crates, bottles, boxes and oil cans. The cost of these articles, like everything else, has more than doubled in price the last few years, and unless the merchant has adopted a rigid system for the return of all empty containers, he is going to be out a pot of money at the end of the year. Some merchants have a system of some sort or another, but the one used by D. W. Clark, Avenue Road, Toronto, is the best that has as yet come to the attention of Canadian Grocer. Mr. Clark's system is to make a charge for every container that is returnable and then credit it upon return. This method is generally in use by most stores. The big feature in Mr. Clark's system is the method he uses in handling the credits. He has had printed books similar to a counter check book. Upon each page is a list of bottles, egg crates, etc., together with the price they are charged at. Every returnable container has attached to it a gummed label, upon which is printed the price so that the customer can see at a glance just what amount he is charged and the amount that will be to his credit when it is returned.

Each delivery man is supplied with a credit book and when he receives an empty he immediately enters it in the book, giving the customer a copy and the duplicate remaining in the book (a sample page of this book is reproduced herewith). At the close of the day the delivery men turn in these credit books to the office and the bookkeepers credit the returns to the respective accounts. In commenting on his system, Mr. Clark said: "We have not lost one cent on empties since adopting the charge and credit system. Every container is charged at the price they cost us, even to the egg carton, which is two cents. At first we had a certain amount of difficulty as a lot of explaining had to be done, but now it is running smoothly and the customers consider it very fair."

Dominion Stores Employees Participate in Happy Event

First Annual Picnic is Held at Centre Island—Baseball Match, Tug of War, and Program of Races Provide Much Pleasure.

DOMINION Stores, Ltd., Toronto, held its first anual picnic at Centre Island, Wednesday afternoon last. Upwards of three hundred people were in attendance, including representatives of various wholesalers and manufacturers, officers of the company, and the employees with their families. Under the engineering of General Manager Pentland, S. Tod, F. Farley and F. Fitzgerald, the event proved most enjoyable. A large programme of sports was provided, everyone taking part in the most enthusiastic manner.

A baseball game staged between the east side stores against the west side drew a large crowd of spectators. The line-up for the east side was O. Dark, W. Rennick, F. Bennett, F. Cornell, P. Taylor, R. C. MacNamara, F. Waugh, H. Hunt and C. Hatton, and for the west side, W. H. Hall, F. Farley, A. Loblaw, R. W. Carr, W. J. Chesher, T. Emmes, J. Morris, N. Carn and J. Donavan. T. P. Loblaw was the official umpire and his decisions gave satisfaction to both sides. It was decided that the game should be seven innings, but the honors were so evenly balanced that at the end of the seventh, upon totalling the score, it was discovered that it was a tie. Another innings was played, with the result that the east side won by one run.

Tug of War a Feature

The tug of war between the visiting wholesalers and the staff of the Dominion Wholesale proved to be a feature of the afternoon, resulting in a victory for the Dominion Stores. The three-legged race was another feature, C. Bowman linked with F. Burgess was tied for first place with A. Ferguson and J. Ferron, and had to run again. They made a good start and came up the hundred yard course neck and neck, when within two yards of the goal, A. Ferguson and J. Ferron made a wild dash for the tape, but in their extra spurt their legs became tangled and they came to earth, much to the merriment of the crowd. There was something for all, even to the little tots of five summers.

At the conclusion of the sports the jolly crowd sat down to a well-laden table, and after doing full justice to the spread, declared that the first anual picnic had been a huge success.

The winners of the races for the members of the staffs were as follows:

Store Managers' Race—1. R. C. MacNamara; 2. F. Waugh; 3. H. Hunt.

Lady Clerks' Race.—1. Miss Smith; 2. Miss Bishop; 3. Miss Marr.

Office Staffs' Race.—1. Miss Stalker; 2. Miss McKenzie; 3. Miss Pullman.

Wholesale Staff Race.—1. C. Bowman; 2. J. Ferron; 3. A. Ferguson.

Boy Clerks' Race.—1. W. J. Chesher; 2. F. Waugh; 3. J. Kennedy.

The relay race was won by the east side team with the wholesale staff second.

Three-legged Race.—1. C. Bowman and F. Burgess; 2. A. Ferguson and J. Ferron; 3. T. Hodgins and T. Armstrong.

Official Race.—1. S. Tod; 2. F. Cornell; 3. F. Fitzgerald.

Evaporated Apple Pack is Likely to Be Lighter

There is very little activity in the evaporated or dried apple market at the present time. Prior to the war a very large portion of the output of both Canada and the United States found its way to European markets. Owing to the present adverse rate of exchange it is not probable that very much business will be done in these markets during the present season. Should the present quality of the fruit be maintained until the time of gathering, there will undoubtedly be a greater portion of the crop sold as green fruit than for many years, thus reducing the quantity offered for evaporation and drying.

Makes Specialty of Selling Fancy Lines

A great deal of business is attracted to the Stewart store by means of window displays. The windows in this store are always tastefully decorated with seasonable goods, and are depended upon to a very considerable extent to accumulate sales in the different articles shown. "We can credit a large portion of our sales direct to the displays in the windows, and also to keeping samples on the counter," remarked Mr. Stewart to Canadian Grocer recently. "I consider the window the best advertisement we have. We always sell more goods when our window is dressed with the particular line that we are trying to sell."

R. H. Stewart, 599 Sherbourne Street, Toronto, Believes in Carrying Only Goods of High-Grade Quality, Asserting that People Will Remember the Quality Long After the Price is Forgotten — Selling Poor Goods Damages the Reputation of the Store—High Price Teas Are Regular Sales in the Stewart Store and Are "Pushed" in Preference to Lower Grades.

"I think it is a good plan for the grocer to display toilet soap. I keep toilet soaps constantly on display. I stock twenty-five varieties, and the prices range from ten to forty cents per cake. From time to time I make displays of different brands on the table and in the silent salesman. I push that one brand for a few days, and it is remarkable the number of sales that are piled up. Too many grocers let their customers go to the drug store when they want a real good toilet soap, whereas if he wants to, he can make sales of toilet soaps an important feature of his business."—R. H. Stewart to Canadian Grocer.

STORE fittings in the store of R. H. Stewart, 599 Sherbourne Street, Toronto, are rather unique and something not usually seen in a grocery. In entering one is immediately struck with the handsome wall fixture that is near the front entrance. This fixture is built, not in the form of shelves as in most cases, but is more the style of a sideboard with a base in which are glass enclosed shelves. Rising from this base are pillars leading up to a handsomely carved top and the back is composed of bevelled plate glass mirrors. This case is tastefully dressed with high-grade goods in bottles and jars, the piles being pyramid in shape and pieces of glass used to separate the different sections of each pyramid. In front of this case are two silent salesmen, one made wholly of plate glass and the other has a solid top. On the other side of the store is the commodious office, where three telephone girls take care of the numerous incoming telephone orders. This office, like all the fixtures in the store, is built of quarter cut oak and finished in a golden color.

This store has a big inquiry for fancy groceries, and Mr. Stewart is constantly on the outlook for new lines; goods that probably are not carried in every store. Where there are several qualities of the same line, the better grade is always stocked. "I always make it a point to supply our customers with the very finest to be bought regardless of the price," remarked Mr. Stewart. "Occasionally a customer will complain about the price being high, but when it is explained to her that the quality is better and that the higher grade is superior and really the cheaper in the end, she is entirely satisfied and comes back for more. A person will remember the quality long after the price is forgotten, but send her poor quality and she will remember it and make a complaint no matter how cheap it might be."

As the store is situated in a splendid residential district, a large percentage of the business is conducted over the telephone. When new goods arrive the telephone clerks are posted on the merits of the articles and are more than able to talk intelligently about it, when receiving orders from the customers over the 'phone. During the fruit season customers are kept posted on the different varieties by means of the 'phone and a large volume of extra business is procured in this manner.

How Toilet Soap Helps Sales

Toilet soaps, especially the better quality, are lines that the majority of grocers have apparently passed up and have allowed the drug stores to corral the cream of this profitable business. All grocers sell a certain amount of toilet soap, some more, some less, but the fancy lines which show the greatest profit are not handled generally. People have the habit of going to the drug stores when they want an extra fine toilet soap. They pass by the grocer, simply because they rarely, if ever, see it on display. R. H. Stewart has taken these facts into consideration and constantly keeps toilet soaps on display in a silent salesman and also on a table. Some twenty-five varieties are stocked ranging in price from ten cents to forty cents per cake. On different occasions he makes a huge display of one brand on the table and pushes that one particular kind for a day or two. He stated that his toilet soap sales are increasing wonderfully since he commenced to make displays. People are now coming to his store for toilet soap who previously went elsewhere for their supplies.

Mr. Stewart always dresses the windows and takes particular pride in them. The windows are always tastefully arranged with seasonable goods and are the means of attracting a great deal of business. During the summer months he frequently has a display of summer drinks. "Although this summer has not been favorable to this part of the business owing to the cool weather during June and July," stated Mr. Stewart, "nevertheless it has been very gratifying. We can credit a large portion of our sales direct to the displays in the window and also by keeping a sample bottle or two handy on the counter, where it is easily suggested to the customer. I consider the window the best advertisement we have. During the past winter and spring we have sold hundreds of cases of jam, but every time a window was trimmed with jam I noticed that the sales were increased during the time of the display. It takes considerable time to properly dress a window, but it pays allright."

Pushes High Price Teas

A large number of stores make a special effort to sell bulk teas but usually leave it to the discretion of the customer as to what quality tea they buy. A feature in R. H. Stewart's store is the fact that high priced tea is always recommended. This was demonstrated to Canadian Grocer upon the occasion of a recent visit. A customer came in and asked for a certain brand of tea that sells for a medium price. "Yes we have that kind but if you want a specially good cup of tea," replied Mr. Stewart, "try a small lot of this (taking a scoop full out of the bin) I know it will give you satisfaction both in flavor and strength and you will get a greater number of cups to the pound."

"How much a pound is it?" asked the customer.

"It is one dollar a pound," replied Mr. Stewart. "It costs more a pound than the kind you asked for, but it is well worth the difference."

"If you can recommend it like that,' says the customer, "then I will take three pounds."

This little story illustrates just how Mr. Stewart puts salesmanship into his business and this one fact alone has had a great deal to do with the building up of a large business.

Illustrating the attractive interior of the store of R. H. Stewart, 599 Sherbourne St., Toronto, where a specialty is made of selling high-grade lines.

Meets Chain Store Competition with Organization

Retail Grocers Combine Their Buying, Advertising and Selling Power—"Have Had Splendid Results," Say Members of the Organization—Stores Are Located in Different Sections of Toronto.

VARIOUS methods have been tried out to meet the chain store competition, but the latest is a system adopted by a number of Toronto merchants which is working out to their entire satisfaction. Some nineteen merchants have organized into a sort of association and style themselves the United Grocers of Ontario. Their plan is to unite their buying and selling power, and yet retain the individuality of each business. They meet each week to discuss the various phases of the business, to combine the buying, thereby getting extra discounts in quantity lots and to arrange an advertising campaign. Their advertisement, usually a half page, is inserted in the daily papers in which various articles are sold at a certain price in all the stores. These stores are situated in every section of the city so that all districts have a representative store. In other words it is the chain store system with the individual store service retained.

"A large number of the retail grocers have felt for some time that some means should be taken to meet the competition of the chain stores," stated C. J. Bamford, Dundas street west, to Canadian Grocer, "and a number of us have got together for that purpose, buying as much goods together as possible in order to get a better price, and co-operating in our advertising to keep down the expense. So far the idea is working out satisfactorily and business has greatly improved."

Other members who were interviewed were all very enthusiastic over the idea, and declared business was going ahead remarkably well. Some reported that many of the articles advertised for the first day were completely sold out and hurry calls had to be sent to the wholesale for more supplies.

NO DECLINE YET SHOWN IN RETAIL COST OF GOODS

Washington. — Although wholesale food prices are coming down, the Bureau of Labor Statistics announced that retail prices have not struck the declining stride.

The average family expenditure for 22 articles of food, it reports, increased from June 15 to July 15 in 32 cities, Chicago included, and decreased in only 17 cities.

Here are the figures:

In Charleston, Cincinnati, Columbus and Los Angeles the increase was less than 5-10 of 1 per cent. In Atlanta, Buffalo, Butte, Chicago, Cleveland, Houston, Memphis, New York, Pittsburg, Rochester and Scranton the increase was 1 per cent. In Baltimore, Boston, Bridgeport, Fall River, Jacksonville, Milwaukee, Mobile, New Orleans, Norfolk, Savannah and Washington, D.C., the increase was 2 per cent. In Manchester, Newark, New Haven, Philadelphia, Portland, Maine, and Providence the increase was 3 per cent.

Sells Forty Dollars' Worth of Imported Sauce in a Week

Charles Shields, Queen St. W., Toronto, by Window Display and Selling Effort Re-introduces Article that Had Been Off the Market.

CHARLES Shields, Grocer, Queen Street West, Toronto, sold forty dollars' worth of an imported sauce in a week because he put selling effort behind it. It had been off the market for some time, but when the opportunity came, when Mr. Shields could again obtain it, he ordered fairly heavy shipments of the same. When it arrived, he filled his window with it, and commenced telling his customers about it. Most people had ceased to ask for it, because of its long absence from the market. The fear was expressed by some merchants that the price would make it a poor seller. Mr. Shields did not think so, and the results following his effort have proved that he is right.

"It just seemed as though people were waiting for this line to come back," he remarked to Canadian Grocer recently. "Many people, after viewing the window, came in and asked for a bottle, expressing their delight at the fact that it is again available in this market. The price, although higher, has not affected the sales. My opinion is that a merchant can sell anything of quality, provided effort is put behind it."

TORONTO-BUYING CENTRE FOR GROCERIES

"SALADA" BUILDING, 459-461 KING ST. W., TORONTO

WILL YOU VISIT US?

WE extend a cordial invitation to every member of the Grocery Trade to visit this modern tea warehouse and view the interesting process of packing Salada Tea. We are situated almost at the corner of Spadina Ave. and King St. W. If you can call between 12 and 1 o'clock on any day but Saturdays, perhaps you will lunch with us in the company's dining-room? At Exhibition time make this your headquarters.

"SALADA"

TORONTO-BUYING CENTRE FOR GROCERIES

Shirriff's
TRUE ORANGE MARMALADE

Fresh, full-flavored Seville oranges—pure cane sugar—prepared the Shirriff way! Can you imagine anything more tasty or appetizing?

The irresistible goodness of Shirriff's Marmalade accounts for its ever-growing popularity. Quick sales—satisfied customers—and repeat orders—a chain of profitable business is often opened up in the sale of Shirriff's Marmalade.

Write us for some beautiful window trimming helps. Free on request.

Selling Agents for Canada:
HAROLD F. RITCHIE & CO., Limited
TORONTO and MONTREAL

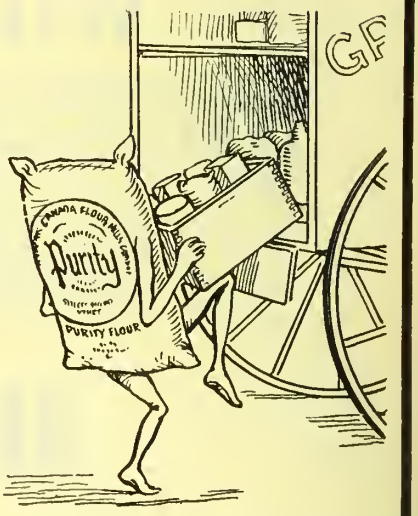
IMPERIAL EXTRACT COMPANY
TORONTO - CANADA

FLOUR—the Great "Booster"

WHEN you sell a bag of Purity Flour, your delivery wagon gets loaded up with other goods as well. Flour, the greatest of staples, always sells something else.

PURITY FLOUR

"boosts" the sale of everything mixed with flour on baking day or served with flour products at meal time. It's good business to push flour—especially Purity Flour.



WESTERN CANADA FLOUR MILLS CO., LIMITED
Head Office: Toronto, Ontario

Branches at: Victoria Nanaimo Vancouver Prince Rupert New Westminster Nelson Courtenay Rossland Calgary Edmonton Brandon Winnipeg Goderich Ottawa Montreal St. John, N.B.

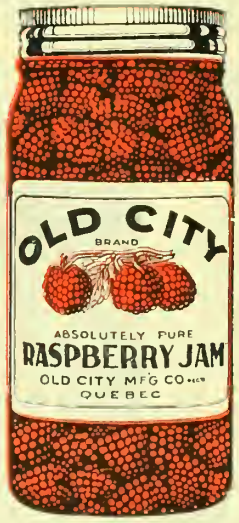
TORONTO-BUYING CENTRE FOR GROCERIES

Grocers! When You Visit

4 lbs. net weight

THE TORONTO, OTTAWA AND LONDON EXHIBITIONS

BE SURE and see our display of jam, *that is too good to hide in tin pails.*



2 lbs. net weight

Old City Brand JAMS

are unsurpassed. Besides having a distinctive, superior flavor, they afford an extra value which promptly appeals to every customer.

Old City Brand gives two to four ounces more jam, and comes in big, clear glass jars, which are worth from 10c to 15c to your customer, according to the size purchased.

Come and see our exhibits. You will find them in—

The Manufacturers' Bldg., Toronto. **The Pure Food Bldg., Ottawa.** **The Dairy Bldg., London.**

Old City Manufacturing Co. (Regd.) Quebec

"Makers of Jam Too Good to Hide in Tins"

E. B. NETTELFIELD & CO.

General Sales Agents **50 Front St. E., Toronto.**

Represented by

Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton.
W. Z. Watts, 124 Bruce St., London, for Western Ontario.
J. H. Trowbridge, 256 Albert St., for Ottawa.
R. M. Wyman, Yarmouth, N.S., for Newfoundland.
Oakes & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

TORONTO-BUYING CENTRE FOR GROCERIES

When at the Exhibition visit the St. Williams Exhibit

You'll find our booth in the Manufacturers' Building, Mr. Grocer, and we hope you'll pay us a visit before you leave the Exhibition Grounds. We are especially desirous of meeting both those visiting Grocers who have already found out the big selling appeal behind the name St. Williams and those who have never sold these rapid-selling, profit-earning preserves. Come along. We want to meet you all.

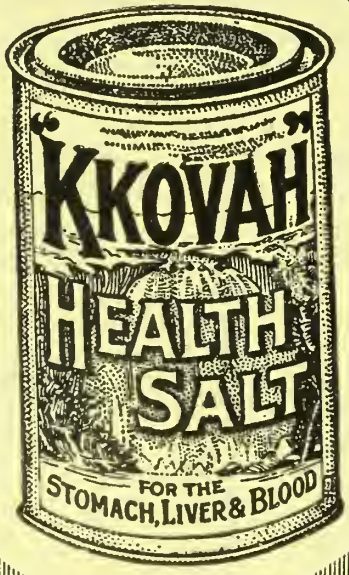
ST. WILLIAMS PRESERVERS, LIMITED
SIMCOE and ST. WILLIAMS, ONT.

Distributors:
MACLURE AND LANGLEY, LIMITED
Toronto - - - Winnipeg

TORONTO-BUYING CENTRE FOR GROCERIES

Custard

Egg Substitute



Pie Filler

Lemonade Orangeade

See the "KKOVAH" Exhibit at the Toronto Fair

Grocers visiting the Exhibition should make it a point to see the big *Kkovah Products Exhibit* in the Manufacturers' Building. It will pay you to visit this booth and get better acquainted with these profitable, rapid-selling lines.

Sole Agents for Canada

MACLURE & LANGLEY, LIMITED

WINNIPEG TORONTO MONTREAL

TORONTO-BUYING CENTRE FOR GROCERIES

Field & Co.

(FRUIT MERCHANTS) Ltd.
40-42 King William Street
LONDON, E.C. 4, ENGLAND

Proprietors of

OBAYO REAL SARDINES

The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m., ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds.

Also Shippers of

Figs, Malaga Muscatels,
Nuts, Sultanas, Currants,
Spices, Singapore Pines,
Confectionery and Chemicals

REPRESENTATIVES:

SAINSBURY BROS.

Vancouver, Winnipeg, Toronto, Montreal, Halifax
San Jose, California London, England Stockholm, Sweden

TORONTO-BUYING CENTRE FOR GROCERIES

WE have been appointed Canadian representatives for **Field & Co., Ltd., London, Eng.,** direct shippers of Food Products, and shall be pleased to submit Quotations and Samples on application.

Sainsbury Bros.

BOARD OF TRADE BLDG.
TORONTO

Chamberlain's Family Remedies

. . . . dependable, profitable, rapid sellers . . . . . .

The whole **Chamberlain list of popular family remedies** should be in every grocer's stock. Their dependability and efficacy is well known from coast to coast and they have everywhere proven remarkably profitable side-lines that sell well at all seasons of the year.

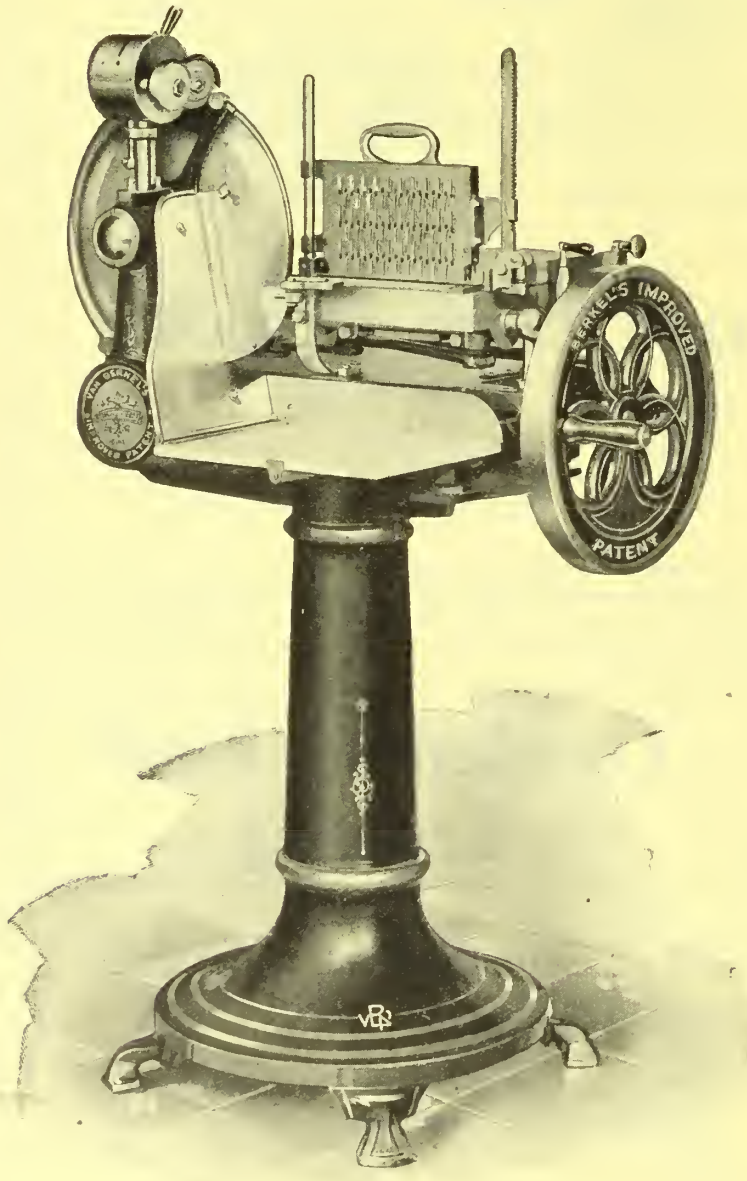
They are guaranteed to be free from injurious drugs.

Try a sample order.

Chamberlain Medicine Co., Limited
TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

Don't Buy That Slicer



until you have seen the latest **Van Berkel Model** at the Toronto Exhibition. It will pay you to come and see the many exclusive features in operation on this remarkable slicer and to find out why the **Van Berkel** is the choice of so many of Canada's finest grocery and provision stores. Whatever you do, don't buy that slicer before you see the new **Van Berkel** — you'll thank us for this advice when you see it. The new Electric **Van Berkel** will also be exhibited.

Also exhibit of Hobart Electric **Coffee Mills, Meat Choppers, Cake Mixers.**

Booth No. 74
Centre of Industrial Building

This building is located to the left of the main entrance to the Exposition.

The Hobart Manufacturing Company

149 Church Street, Toronto

WINNIPEG BRANCH:
Ryan Bros., 110 James East

VANCOUVER BRANCH:
424 Cordova Street West

TORONTO-BUYING CENTRE FOR GROCERIES

Come In and See Us

Make our spacious sample rooms your headquarters during the Toronto Exposition. Two minutes' walk from the Union Station. We will be glad to see you. Make a note of the address now.

W. G. Patrick & Co., Ltd.

Grocery Specialties of the Better Kind

51-53 Wellington St. W., Toronto

Halifax **Montreal** **Winnipeg**

TORONTO-BUYING CENTRE FOR GROCERIES

H·A BRAND

Dealers Coming to Toronto Exhibition

BE SURE AND SEE OUR EXHIBIT
IN THE DAIRY BUILDING.

INTERESTING GUESSING COMPETITION

A visit to our plant you would find interesting and instructive. Come along, we will be glad to see you.

THE HARRIS ABATTOIR CO., LTD.
TORONTO, CANADA

For ideal Summer desserts recommend

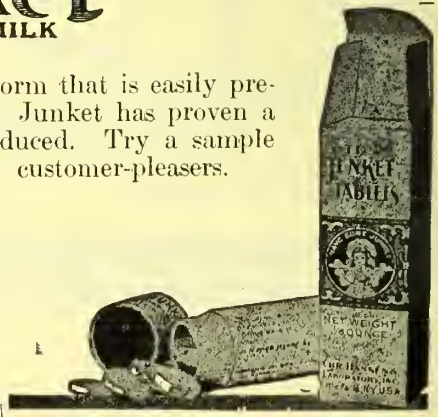
NESNAH

Junket Powder

When your customers ask for an economical and quickly prepared dessert urge them to try *Nesnah*. Its flavor will turn the trial order into steady repeats. Attractively packaged in 4 flavors, retailing at 15c.

Junket
MADE *with* MILK

A delicious dessert in tablet form that is easily prepared and highly nutritious. Junket has proven a popular seller wherever introduced. Try a sample order of these two profitable customer-pleasers.



Chr. Hansen's
Canadian Laboratory
TORONTO, CANADA

Selling Agents for Canada:
LOGGIE, SONS'& CO.
32 Front St. West TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

...Welcome Grocers...
We will be glad to see our friends in the retail trade when attending the Canadian National Exhibition at Toronto. Come around to our warehouse and pay us a little visit before you return.
Our warehouse is just a few minutes' walk from the Union Station, at 49 Front St. East. Come along. We would like to meet you.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS

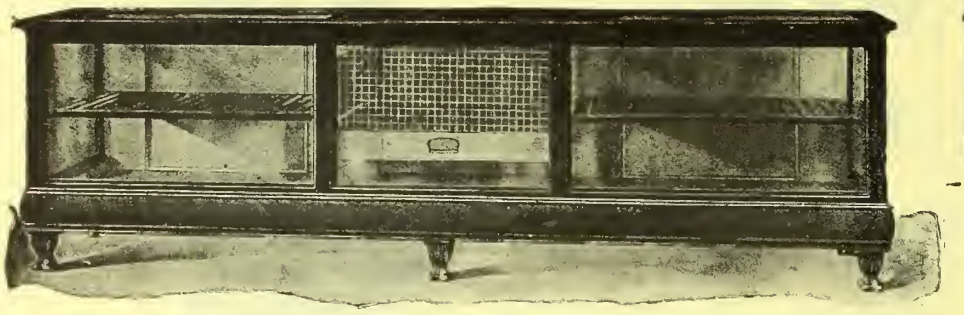
TORONTO PETERBOROUGH GALT

TORONTO-BUYING CENTRE FOR GROCERIES

ARCTIC

Refrigeration Equipment

Counter refrigerators—upright refrigerators—cold storage doors, windows, and special refrigeration equipment to suit the requirements of any store, large or small.



Write for free catalog

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory, 154 George Street, Toronto

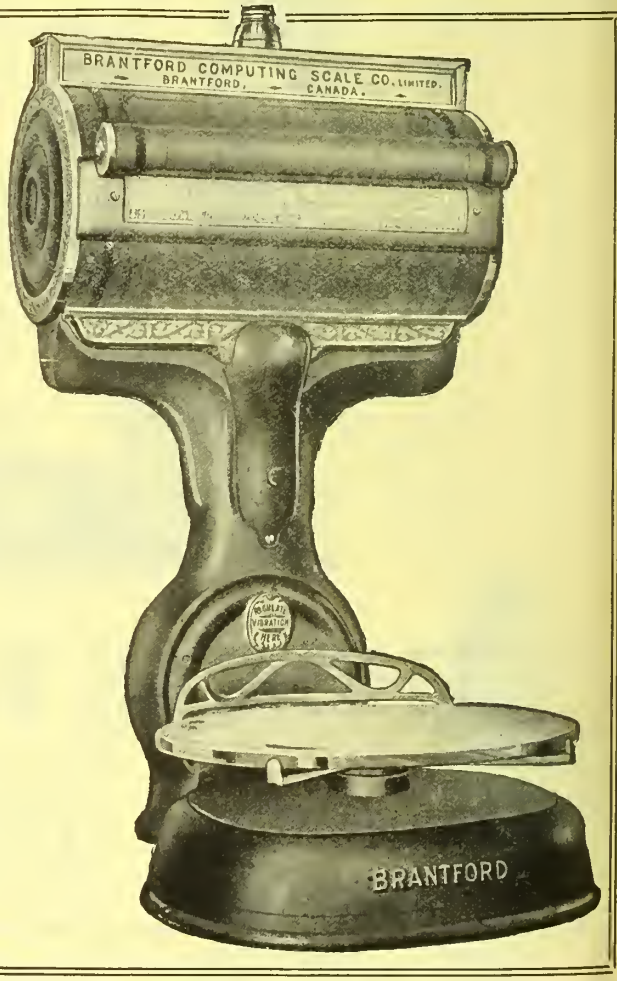
Agencies:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers' Supply Co., Regina, Sask.

Be sure and see the "BRANTFORD" AT THE EXHIBITION

When visiting the Toronto Exhibition, August 28th to Sept. 11th, do not fail to visit our booth and we will demonstrate the superiority of the Brantford Scale and the Brantford Slicer.

Our booth will be located in the south aisle of the Industrial Building.

To all is extended a cordial invitation to call and see us.



The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and Showrooms in the Larger Centres.

TORONTO-BUYING CENTRE FOR GROCERIES

Don't forget to see

The Two Gunns Ltd. Exhibits

at the Toronto Exhibition (one in the Dairy Building and the other in the Manufacturers' Building).

They are most interesting and instructive and you'll find them well worth looking up.

If you can spare the time, come out and meet us at our large new plant in West Toronto. We want to get better acquainted with you and you to get better acquainted with the exacting and painstaking methods we observe in preparing those profitable, rapid-selling **Gunns Ltd.** products that you like to sell.

Gunns

LIMITED

WEST TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

SANDERSON-YORKE SYSTEM OF BOOK-KEEPING

Agents Wanted in Following Districts:

Toronto	Hamilton	Halifax	Edmonton
Montreal	Peterboro	Winnipeg	Saskatoon
Ottawa	Kitchener	Calgary	Vancouver

SANDERSON-YORKE SYSTEM, 26 Manchester Ave., Toronto

We are showing some of the best Food Products, at the Exhibition

During the Toronto Exhibition, August 28th to Sept. 11th, we are showing in the Manufacturers' Building No. 2, Booth No. 62, the products of the following companies:—

California Prune and Apricot Growers—San Jose, Cal.
California Walnut Growers' Ass'n—Los Angeles, Cal.
National Pecan Growers' Ass'n—Albany, Georgia.
Field & Co.—London, Eng.
Superior Macaroni Co.—Toronto, Ontario.
Western Canning Co.—San Francisco, Cal.

We extend a hearty welcome to all to come and view these excellent products.

Sainsbury Brothers
DOMESTIC and FOREIGN
FOOD PRODUCTS
Representing
CALIFORNIA GROWERS' ASSOCIATION
Head Office:
215 BOARD OF TRADE BLDG.
TORONTO

Headquarters for Canadian Crawford Peaches

We have the marketing of some of the largest crops in the Niagara Peninsula.

Large Crop
Fine Quality
Right Prices

Get in touch with us. Any sized order up to carload lots.

WHITE & CO., LTD.
TORONTO
Main 6243

ALWAYS A GOOD SELLER

SEALED BOTTLES
25c and 15c RETAIL
TORONTO VINEGAR WORKS
TORONTO

COSGRAVES PURE MALT VINEGAR

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

TORONTO-BUYING CENTRE FOR GROCERIES

The Genuine Italian QUALITY

Italians lead the world in making quality macaroni. Their skill descends from generation to generation.

SUPERIOR MACARONI

is made by Italians who acquired skill in Italy, especially the secret of drying—a vital essential for quality.

Besides, Superior brand is made from Canadian hard wheat! No wonder Superior Macaroni is rapidly becoming the favorite brand everywhere. Stock up!

See us when you are at the Toronto Exhibition.

Sole Selling Agents:

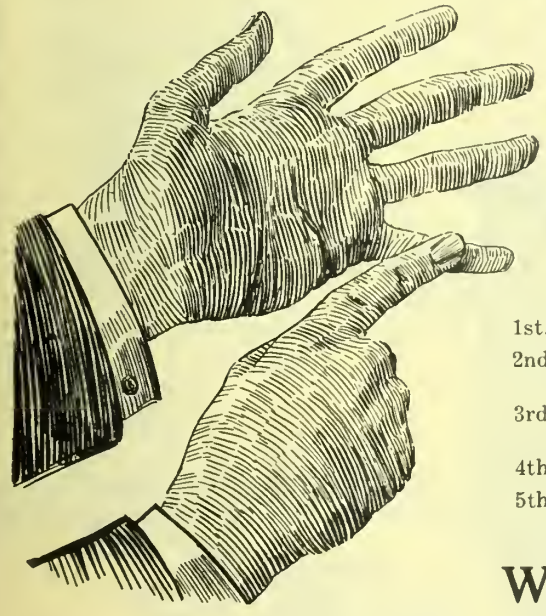
Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

Made by

The Superior Macaroni Co.
Limited
TORONTO

Five good reasons for selling.....



White Swan Wheat Flakes

1st.—They are sold on a money-back guarantee.

2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.

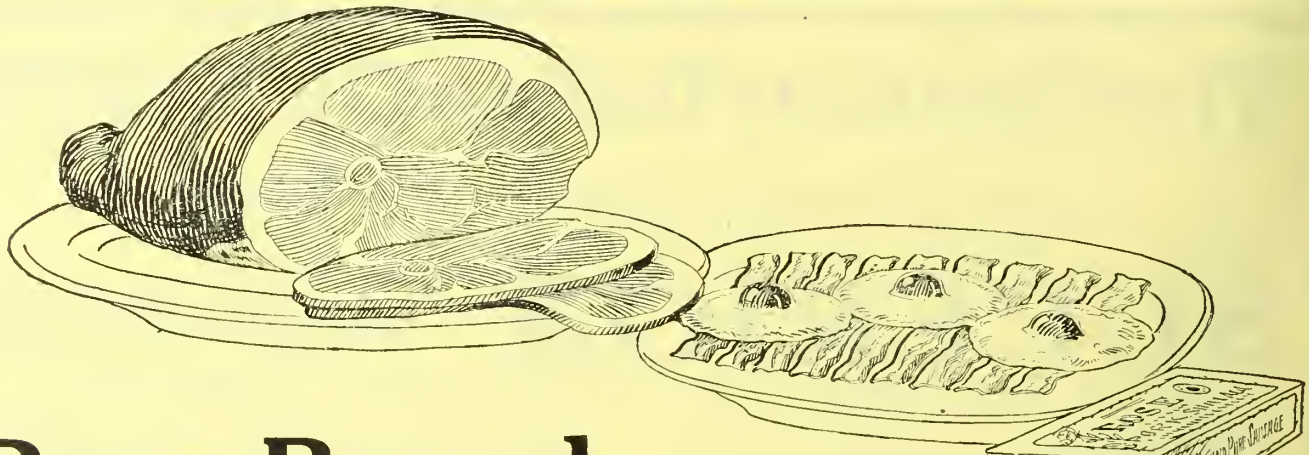
3rd.—They are made in the incomparable **White Swan** Way from the highest grade Canadian Wheat.

4th.—They offer a real good profit margin.

5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

TORONTO-BUYING CENTRE FOR GROCERIES



Rose Brand

Pure Foods

WE do not claim that finer food products than Rose Brand may not be prepared some time—but to date we've found none so good—and we've looked for 67 years:

Rose Brand are the choice products of an idealistic institution which for generations has been famous for the high quality and distinctly different flavor of its foods.

The purchaser who demands—"only the best" is first to appreciate the satisfying deliciousness and wholesome richness of Rose Brand Products.

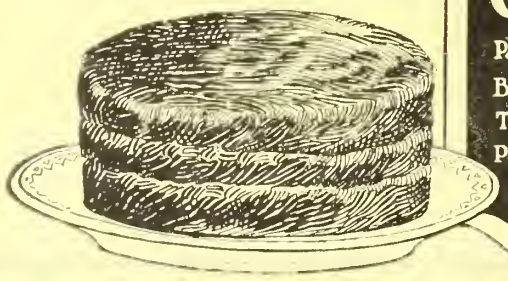
Our national advertising campaign in dailies, weeklies and magazines is now under way. To assist purveyors in improving their food department and arranging truly appealing artistic displays, strikingly handsome, beautifully colored folders, hangers, store cards and window trims have been prepared and will be sent free on request.

You can't give your customer better—so why not provide Rose Brand?

CPC

CANADIAN PACKING CO. LIMITED

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterborough	Sydney
Montreal	Charlottetown P.E.I.
Hull	Winnipeg Man.



TORONTO-BUYING CENTRE FOR GROCERIES

EBY-BLAIN LIMITED.
EBY-BLAIN LIMITED. WHOLESALE GROCERS TEA AND COFFEE IMPORTERS
23 EBY-BLAIN LIMITED. 21
EBY-BLAIN, LIMITED. IMPORTERS, WHOLESALE GROCERS, MANUFACTURERS OF TABLE DELICACIES

We extend a hearty invitation to the Wholesale Grocers of Canada attending the Convention of the Canadian Wholesale Grocers' Association in our city, August 26 and 27, and also to all the Retail Grocers visiting the Canadian National Exhibition, to visit us during their stay in Toronto.

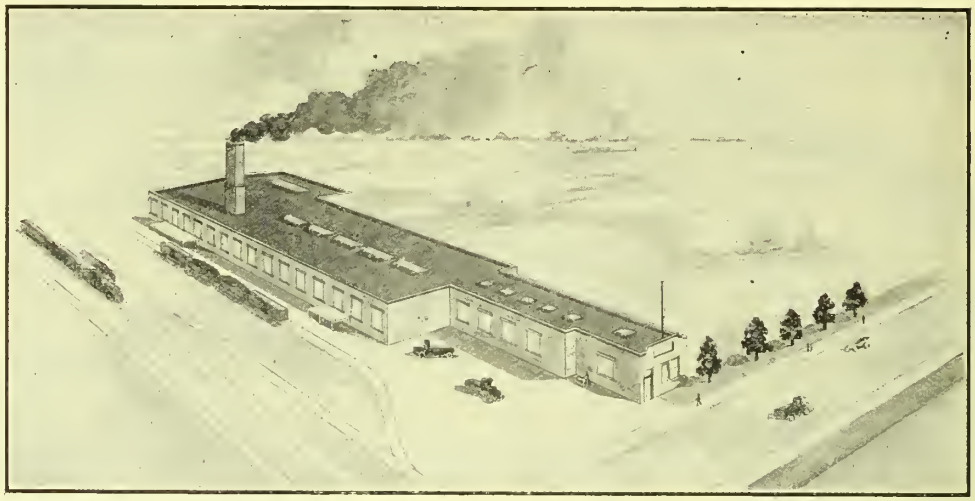
Come and see us, we would like to meet you.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Corner Front and Scott Streets

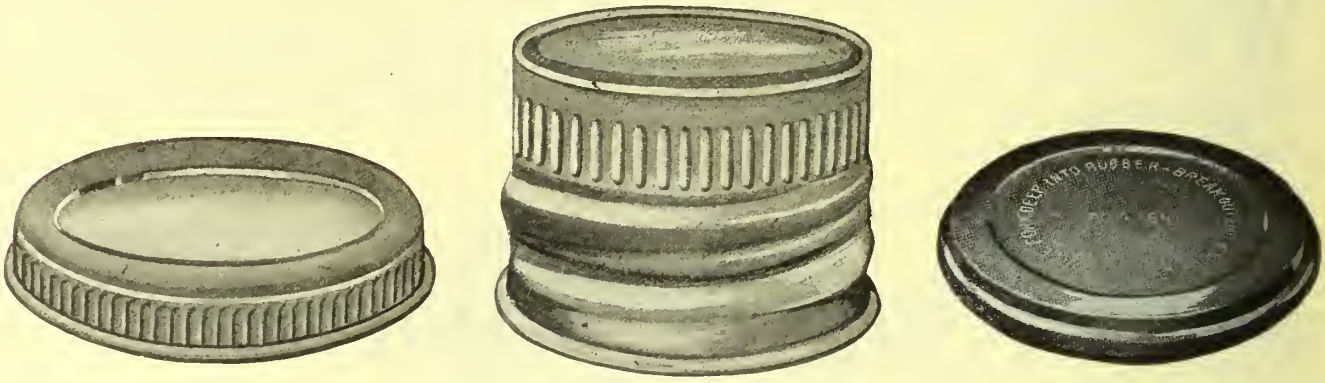
TORONTO-BUYING CENTRE FOR GROCERIES



Visit the Home of "Anchor Caps" when you attend the Exhibition

We invite all retailers, manufacturers and packers who are interested in "Anchor Caps"—the world's finest sealing medium—to visit our new Toronto plant on Wallace Ave.

Come and see us and we'll show you Anchor Sealing Machines in operation and why Anchor Caps have become the world's best and most attractive seals.



ANCHOR CAP & CLOSURE CORPORATION
OF CANADA, LIMITED
275 Wallace Avenue, Toronto

TORONTO-BUYING CENTRE FOR GROCERIES

PEEK FREAN'S BISCUITS

ON SPOT IN TORONTO

Fresh from London, England

We have just received delivery of One Carload of Peek Frean's High-Grade English Biscuits, comprising 18 of the Best Selling Varieties.

The Following Varieties and Prices are F.O.B. Toronto

Tins and Cases are Free

Weight	Variety	Price
12½ lbs.	Shortcake	$0.60 lb.
9 "	Pat-A-Cake	0.60 "
9½ "	Grand Fleet	0.60 "
6¾ "	Kindergarten	0.60 "
7¼ "	Punch and Judy	0.65 "
7½ "	Digestive	0.65 "
7½ "	Petite Marie	0.65 "
7½ "	Panama	0.65 "

The above are Shortcake and Plain Varieties.

Special tins.

Shortcake Nom. 1/s	$8.40 dz.
Pat-A-Cake Nom. ½/s	4.20 dz.
Water Ice Wafers ½/s	5.40 dz.
1 lb. Geranium Fancy astd. filled Biscuits	10.80 dz.

Also 10 Varieties in ¼ lb. packets.

Weight	Variety	Price
10 lbs.	Academy Creams	$0.70 lb.
13 "	Bourbon	0.70 "
10 "	Clotted Cream	0.70 "
13 "	Custard Cream	0.70 "
10 "	Lemon Puff Cream	0.70 "
10 "	Khaki Cream	0.70 "
3¾ "	Nursery	0.75 "
7½ "	Ophir	0.80 "
7½ "	Small Macaroons	1.60 "
4½ "	Sponge Rusks	1.75 "

The first 6 are Cream Filled Biscuits.

Illustrated catalogue mailed on request —also samples and advertising matter supplied.

This is the finest lot of Imported English Biscuits that have ever come over the Ocean. Attractively packed and air tight, and no good-class Grocer in Canada can satisfy the wants of the best trade without some of the above Varieties. Watch for our display and Publicity at the Exhibition, where you will be able to see samples and taste all the Varieties. (Look for this display in Manufacturers' Bldg.)

We suggest that you mail in your orders for some of the above Varieties.

THE HARRY HORNE CO., LIMITED

Importers of Good Things to Eat

1297-99 Queen St. West, - - - - Toronto, Canada

TORONTO-BUYING CENTRE FOR GROCERIES

SEE the Holbrooks exhibit in the Manufacturers' Building when attending the Toronto Exhibition this year.

Come and have a little talk with us and let us show you some of our profitable, rapid sellers that will put extra profits in your cash register.

Every one of ***Holbrooks'*** lines are sellers of the highest calibre, worthy partners of those two popular sellers--***Holbrooks' Sauce*** and ***Rose's Lime Juice.***

Make it a point to visit our booth.
You'll find it well worth your while.

HOLBROOKS, LIMITED

TORONTO and VANCOUVER

TORONTO-BUYING CENTRE FOR GROCERIES

—APPLES—

FINE QUALITY, FALL VARIETIES IN BASKETS, HAMPERS and BARRELS

EXTRA FANCY

B.C. TRANSCENDENT CRAB-APPLES

IN BOXES

CALIFORNIA PEACHES, PEARS, PLUMS, GRAPES and CANTALOUPES

ALL VARIETIES DOMESTIC VEGETABLES

NOW ARRIVING FREELY AND SELLING AT REASONABLE PRICES

TOMATOES, CUCUMBERS, CABBAGE, CARROTS, BEETS, ONIONS, ETC.

Order what you need from day to day and get it fresh from

Peters, Duncan, Limited

88 Front St. E., Toronto Branches: Sudbury, North Bay, Cobalt, Timmins

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Recommend APROL

THE SWEET OIL OF PERSICA

to your Customers

We will help you move APROL. It is being widely advertised in all newspapers — this should help some.

There is nothing to equal APROL for cooking purposes, for Mayonnaise Dressings, Delicious Salads, frying, making cakes, pies, etc.

APROL after a trial will be found so pleasing — so convenient, economical and nutritious that your customers will never want to be without it.

APROL will not go Rancid.

Don't forget to say that it is pressed from the Ripe Kernels of California Apricots and Peaches. Especially agreeable, leaving no greasy, nauseating after-taste.

APROL is Efficient in many ways — It brings Profit to you, Mr. Grocer.

W. J. Bush & Co. (Canada)

LIMITED

National City, California **Montreal, Que.** **Toronto, Ontario**

Government Building looking towards the main entrance at the Canadian National Exhibition.

Montreal Will Get Niagara Peaches

Shipments From the Niagara Peninsula to Montreal and the East Will be as Usual in Spite of Press Reports to the Contrary

MONTREAL, Aug. 25. — A long item appeared in the press on August 20th, one with regard to the fruit situation in the Niagara peninsula. This item dealt with the transportation question in so far as it affected Hart and Tuckwell of Montreal, who are fruit dealers on a large scale. It stated that this firm had refused to use the freight service of the Grand Trunk Railway or to load any freight cars with fruit billed to Montreal. It also stated that great losses had been incurred through careless handling of fruit between the Niagara peninsula and Montreal.

Canadian Grocer took this matter up with Mr. Hart and received the following reply: "Last week we lost considerably by damaged shipments of fruit. The fruit was absolutely unsaleable when it reached Montreal. At that time a statement was made that fruit could only be delivered to Montreal by express since the time taken to cover by freight was too long. On further investigation we found that the trouble was not in the railway's handling but at the Montreal end where the cars were unloaded. We have now made such arrangements for handling of cars at a new siding which will give us the prompt deliveries required in handling fruit. This week harvesting of the peach crop will commence in the Niagara peninsula, and it is expected that there will be large shipments made to Montreal, as Montreal offers one of the largest markets there is for the Niagara fruit. It is almost impossible to make any statement, as yet, regarding the price of peaches but since the crop is very large it is altogether likely that prices will not be high. The main difficulty is transportation at the present time. The demand is not large on account of the reluctance for home preserving due to the high price of sugar. This too, may have the effect of keeping prices low, since the demand will not be as large as in other years. The refusal to ship fruit by freight only lasted three days, and of these three days one day was Sunday, so there was very little hold-up in the shipments of fruit. The next shipment of fruit by freight is expected to reach Montreal early this week."

The grocers in Quebec, as well as in Eastern Ontario, will be glad to know that this alarming statement made by some newspapers has had little effect on the fruit market and that the order which was reported has already been refuted. The heavy fruit yield will be marketed as usual in Montreal this year.

Potatoes Sell at $1.40 Per Bag on Montreal Market

Montreal, Aug. 25. — The Montreal market is flooded with vegetables this week. There is a better supply than there has been for some years. The prices too are low and there appears to be a little difficulty in finding a market for all that is brought to the city. One of the city vegetable dealers said to Canadian Grocer: "Bonsecours market is flooded with vegetables. The crop and the acreage under cultivation this year is very large. Prices can hardly be accurately quoted on vegetables as the offering often exceeds the demand and any price seems to be a good price. It is a long time since potatoes, good potatoes, better than we have seen here for years, have sold at $1.40 per bag. The finest corn is selling for ten cents per dozen, tomatoes selling at 50 cents per gin box, cucumbers selling at $1.00 for a basket holding about 20 doz.

TORONTO AS A MARKET CENTRE

(Continued from page 30.)

of Mr. Barron. Here service is paramount in importance, and new ideas are being constantly put into effect with the one aim in view, that is, of pleasing the people. Other good stores to visit are F. Simpson & Sons, Yonge St., near Bloor; D. W. Clark, 248 Avenue Road; also the grocery department of the Robt. Simpson Co.

One of the main aisles, in the Manufacturers' Building at the Canadian National Exhibition.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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COMING TO MARKET NUMBER

TORONTO as a place of importance to the grocery trade is set forth in this issue of Canadian Grocer. This issue is rightly termed the "Coming to Market" number, and Canadian Grocer believes that in it much of valuable information is contained for the average grocer. During the next two weeks many grocers and proprietors of general stores, from not only the Province of Ontario, but from many parts of the Dominion, will visit Toronto, drawn here primarily by the Canadian National Exhibition. There will be much to interest the retailer at the Exhibition, both from a purely pleasure point of view, and also from the standpoint of learning something that will benefit him in his business throughout the next twelve months. The several exhibits of foodstuffs, of equipment, giving practical demonstrations, will be worthy of all the attention the visiting grocer can devote to them. It will be time well spent, and he will return to his home town, and to his business, with added zest and a better understanding of the goods he is selling.

During the next fortnight, the visiting merchant will have an opportunity to kill two birds with the one stone, as it were. While in Toronto for the Exhibition, he is invited by Toronto manufacturers of foodstuffs to visit their factories, to learn at first hand something of the processes of manufacture, to see the goods in the making, and to acquaint himself generally with goods they are handing over the counter every day. Toronto manufacturers want you to come, want you to see their places, and are willing and ready to show you through their establishments.

Toronto also is rich in places of beauty as well as amusement, and apart from its Exhibition, its splendid factories, and modern stores, affords one plenty of scope for pleasure and diversion.

EDITORIALS IN BRIEF FORM

THERE is more profit in the customer who comes back than the customer who is sheared skin-tight on the first visit. Be careful.

* * *

BUY goods with the thought of variety in mind, and put variety in your window and counter displays. Unlike peas in a pod, humans are all different, even in your own little business world.

* * *

ONE OF the brightest merchants in the great Northwest declares that a rest room should be a part of the equipment of every store. It should be homey and comfortable. "It can't be beaten for good advertising and as a profitable adjunct to store service," said he.

* * *

THE "day off" is the safety valve of the hard-working business man. It enables him to gain a respite from care and indulge the "Peter Pan" spirit that has never died within him. It saves him from "blowing up" at the office and drenching his staff or co-workers in a shower of ill-nature. One cannot sit on the "lid" day in and day out without something giving way.

New Angles of Grocery Analysis

What is a Grocer's Service Worth Compared with Others' and with Others' Costs?—A Retail Grocer in Western Canada Analyzes Some Phases of Retailing from a New Angle.

By HENRY JOHNSON, Jr.

A RETAIL grocer in Western Canada has been analyzing some phases of retailing from a new angle. Maybe he has not established any new principles nor formulated anything especially conclusive; but what he has done points toward betterment along lines some others among us thought of. Also, he may have shown us how to appeal to our assistants in such a dramatic, pointed and novel way as may result in general improvement.

He runs a rather fine neighborhood store. He is in a good district. His customers own homes of the better class. They want and are willing to pay for service. Perhaps some one will go so far as to demand and pay for what Sol Westerfeld calls "service plus." Anyway, it's a nice business and expenses are as high as usual in such business.

Analysis of several business periods showed this grocer it was costing him six cents in total expenses to handle each item sold. That means that if he hands a loaf of bread to a cash customer, the average burden on it is six cents. If he takes an order over the phone from a charge customer and delivers it, each item on the order costs him six cents. Some burden? Yes; but you know what it is costing you? I mean, do you KNOW?

Drilling the Salespeople

With that information as a basis, he reasoned that if he could raise the average order by 20, 30, or 40 per cent., he would save just that proportion of expense. If the woman who called or phoned included a package of shredded wheat could be sold two packages; if she who asked for a can or two of corn could be induced to make it six or twelve cans; if the single cake of soap could be changed to six, ten or a dozen cakes to the order, the burden per item would be reduced.

Appreciating the force of actual figures and plain exposition of the problem, he took this up with his salespeople one at a time and made a careful demonstration of his plan. He indicated the actual presently existing burden. He found them wonderfully responsive and as much surprised and impressed with the siginficance of the figures as he was himself. He was thus able to get them to see the crucial importance of raising the average requisition as much as could be done tactfully in every case possible. He has not passed through another period of reckoning as yet, so he cannot say exactly what results have accrued. But he feels rather sure that the next reckoning will show a substantial reduction in the average burden of six cents per item.

What Delivery Costs and Saves

This retailer analyzes another factor of living costs in an interesting way, though so far as I know he has not thought how his conclusions can be applied toward business improvements as yet. This is the cost of delivery contrasted with some other costs, how disproportionately slight it is and how little its value is understood. He puts it this way:

"Men do not usually grudge the cost of comforts and conveniences for themselves, their wives and families, but they will let their wives work like slaves to 'save' the trifle it costs to have groceries delivered.

"Let us take two houses side by side in the same block. One is well built but old fashioned. It is stove heated. The coal shed is several feet from the rear door. There is a well and pump. An old-fashioned 'house of dishonor' stands in the back yard. It is the 'up-to-date' house of 1885. The rent is $20 per month.

"Next door is a similar house of to-day's model. It is steam or furnace heated. The coal is run into the cellar beside the furnace. There is modern plumbing, a bath room and water heater. The rent is $35 per month.

"Having in mind not only family comfort, but the labor saving to his wife through not having to carry coal and water from outdoors, hardly any Canadian husband will hesitate to pay the $35 rent in preference to the $20—a premium of $15 per month or 50 cents a day."

Savings That Cost Too Much

"But that same man will approve of his wife's trading at a cash-and-carry store to which she must go personally two to four times a week and from which she must lug home her supplies! What does she 'save'?

"Figuring the cost of delivery at four per cent. which is about right, a family whose groceries cost $25 per month will thus save one dollar per month, and one whose trade runs $35 per month will save $1.40. Is it worth the effort, the strength, time and labor? It is not! The saving is pitifully inadequate to compensate for the time and strength involved. Sme day, I incline to think, people will wake up to the fact that such saving is not real. It is a delusion and a snare."

I agree with him. Moreover, I do not have to advance only my opinion but can cite historical facts.

This furor of cash-paying and self-delivering is not new. The same thing appeared in and about 1876 in the States as a result of Civil War inflation, though the present form of cash service differs in detail, just as do other things from generation to generation.

"Cheap" Discredited by Non-Merit

Prior to 1876 the word cheap meant low-priced. To-day it means below par, without merit, of inferior quality. This is how it happened:

Feeling the pressure of the real profiteering which prevailed during the Civil War, beside which what we now know pales into insignificance though the word profiteer was not then used. along in 1876 many men opened up stores where goods were to be sold cheap, for cash, to "bring down the price of groceries." They did not talk of cost of living those days, but cost of supplies.

People rushed there, bought, paid cash and carried their supplies home—the delivery was made from some of the stores. "Cheap John" made money. His success appealed to others. Soon he was followed by "Cheap Charley" and "Cheap Henry" down the street. As the only lever these men had on the trade was price, quality rapidly deteriorated. People found that the tea bought at John's formerly for 65 cents, and now for 45 cents did not have such flavor as at first. Trying Charley's 50-cent they found it worse. Going to Henry and paying 40 cents they found it fully no better. Soon the people sought the merchant who would give them something for their money—price became secondary. They went to the service merchant and gladly paid 75 cents and 85 cents for tea which had substance and flavor. They forgot to kick about free delivery. They seemed relieved to find they also might have credit, if they were worthy, as an additional accomodation.

Thus the pendulum began to swing back again. Very soon the "cheap" fellows disappeared. Those who read the signs of changed conditions promptly and closed up shop retired with some earnings. Those who hung on mostly went busted. Since then "cheap" means not low-priced, but dear at any price because without merit!

Pendulum Swings to Other Extreme

Of course, and most naturally, the pendulum swung too far over. Service got to be even more exacting. The telephone—unknown in 1876—came into use

(Continued on page 78.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The United Farmers of New Brunswick have established a produce shipping department, through which they propose to market all the produce offered for sale by the members of their branches, and an arrangement is being made with the United Farmers of Ontario whereby live stock will be marketed in the same co-operative manner. Thomas W. Caldwell, M.P. for Carleton-Victoria, and president of the United Farmers of New Brunswick, announced the inauguration of the new department. Harry Marsters, of Woodstock, who was manager of the United Farmers' branch at Peterson, Victoria county, has been appointed its general manager.

ONTARIO

Labrouche & DeLisle, Trenton, Ont., have opened a grocery.

E. P. Worthington & Sons, Hamilton, have sold out their business.

Donald McLachlan, Broadview Ave., Toronto, has sold to J. and B. Ferguson, who are removing their stock from Danforth Ave.

F. W. Nichols, grocer, 211 Jones Avenue, and his mother-in-law, Mrs. Thomas Care, 187 Withrow Avenue, Toronto, were injured in a motor accident, near Orchard Park, last Sunday evening. Mr. Nichols had his left leg severely cut.

E. W. Coon, cheese buyer, Kingston, Ont., has purchased the large building on lower Broadway, Cape Vincent, N.Y., formerly occupied by the Cape Vincent Seed Company, and has a large force of men making repairs to the structure. The building will be operated in connection with the plant now opened by Mr. Coon, at the foot of Market Street. The building recently acquired by Mr. Coon is admirably situated for a cheese storage plant, a branch railroad running right to the door.

A deputation of Lake Nipigon fishermen has appealed to Hon. F. C. Biggs of the Ontario Legislature, asking a higher price for their fish in keeping with advance in fishing material and also the profitable season that the Government sales branch has been enjoying. The fishermen propose that the Government exercise its option and take over the fishing outfits at valuation and run both ends of the business for the benefit of the province.

The Kingston Co-operative Society held its second half yearly meeting recently and recommended the payment of a dividend of 5 per cent. on all shareholders' purchases, and 6 per cent. on paid up capital. The society's store will close on Wednesday afternoons in future during the entire year.

The Board of Commerce has returned to Ottawa after spending several weeks in Western Canada.

A. C. PYKE
Toronto Secretary of the Canadian Wholesale Grocers' Association, who has played a big part in the arrangements for the wholesalers' convention.

PRESIDENT OF BANNER CO. DIES IN DETROIT

Detroit, Mich, Aug.—Arthur R. Duff, 52, president of the Banner Manufacturing Co., manufacturers of flavoring extracts, is dead from carbolic acid poisoning.

Mr. Duff, who had been ill for some time, arose during the night to take some medicine, and it is believed swallowed poison by mistake. As soon as his condition was discovered he was rushed to the hospital where efforts to save him were futile.

He was a resident of Detroit for 2[illegible] years, coming here from Avonmore, Ontario.

STAPLE FOODS DROP SLIGHTLY DURING JULY

Ottawa.—During July the cost of the weekly budget of staple foods dropped slightly, according to the figures given in the current issue of the Labor Gazette. The average was $16 84 at the middle of July as against $16.92 in June; $13.77 in July, 1919, and $7.42 in July, 1914. The index number of wholesale prices again declines, being 346.8 for July. as compared with 349.3 for June, 294.9 for July, 1919, and 134.6 for July,

Ottawa Merchants Voice Opposition

Are Not in Favor of the Proposed Increases of the Bell Telephone Co.— Will Make Protest

Retail merchants of Ottawa, Ont., at a special meeting of the Retail Merchants' Association voiced their opposition to the proposed increases of the Bell Telephone Co. in unmistakable terms.

As a result of the meeting the decision was reached to ask the Dominion Board of the Retail Merchants' Association of Canada to engage counsel and experts to look after the interests of the retail merchants from coast to coast when the Bell Telephone Company's application comes up before the Railway Commission. It was also decided to appoint a committee of the Ottawa branch to co-operate with the Board of the National Association in securing information bearing on the merits of the application and its effect on trade generally.

BANKRUPTCY TRUSTEES

Ottawa, Aug. — The following have been appointed authorized trustees under the Bankruptcy Act: Nova Scotia, G. E. Faulkner, Halifax; Ontario, S. J. Fream, Toronto; J. M. Johnston, Cornwall; H. Rowlatt, Toronto; R. E. Burns, Kingston; P. W. Raymond, London; A. B. Lee, Woodstock; Quebec, J. O. Bonnier, Montreal; A. B. Brodie, Montreal; the Bankers' Trust Company, Montreal; A. Desmarteau, Montreal; T. Y. Foster, Montreal; H. M. Gardner, Montreal; F. R. Paquet, Montreal, and H. Bisson, Three Rivers; Saskatchewan, Executors and Administrators' Trust Company, Limited, Moose Jaw; Alberta, J. G. Edgar, Calgary; British Columbia, R. M. Ellis, Vancouver.

SUDDEN DEATH OF JAMES H. SHIELDS

James H. Shields, representing H. P. Eckardt & Co., wholesale grocers, Toronto, in Western Ontario, passed away very suddenly on Friday last at Palmerston, Ontario. Previous to joining the staff of H. P. Eckardt & Co., Mr. Shields was buyer for George Haure, Palmerston, Ont. He is survived by his widow and one son.

R. J. McCrea and Mr. Harris represented the H. P. Eckardt Co. at the funeral.

Arthur H. Sands, Nassau, N. P. Bahama Islands, is endeavoring to secure the agency of Canadian manufacturers in the Bahamas, and is anxious to get in touch with them.

Canadian Wholesale Grocers Are Welcomed to Toronto

Two-Day Convention Opened on Thursday of This Week with Large Number in Attendance—Sir Edmund Walker, President of Bank of Commerce, Speaks on the Financial Outlook.

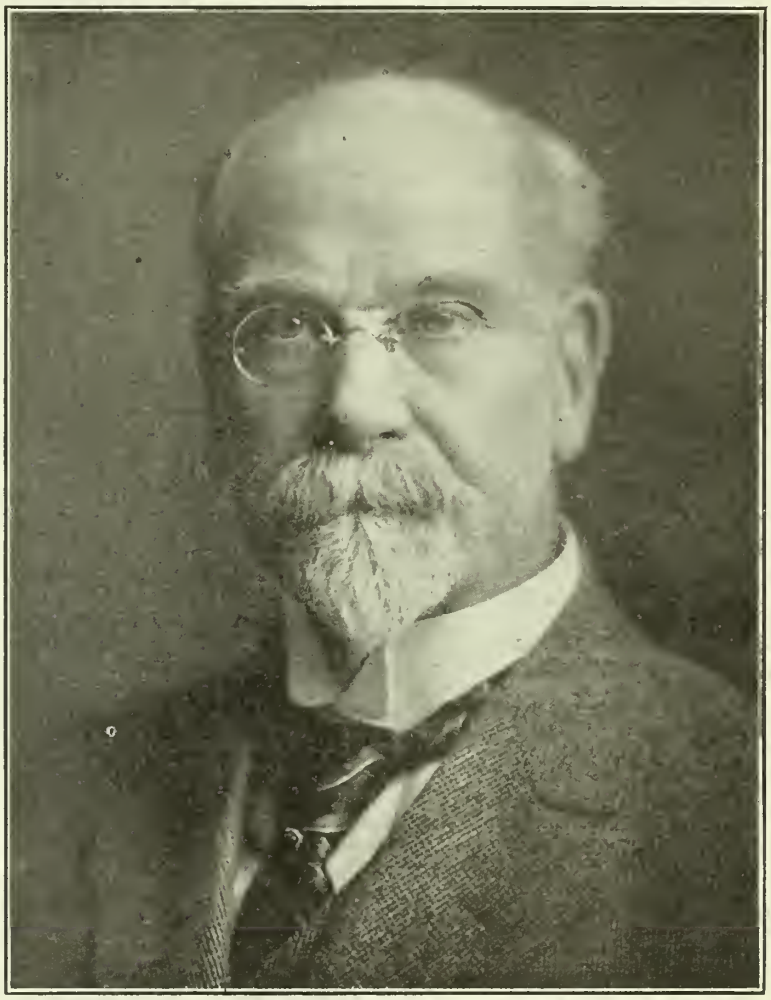
WHOLESALE grocers from every section of the Dominion of Canada are attending the annual convention of the Canadian Wholesale Grocers' Association in Toronto this week. The convention opened on Thursday morning with an address of welcome from T. L. Church, Mayor of Toronto, and Hon. L. H. Clarke, Lieut.-Gov. of Ontario, following which President Hugh Blain, of Toronto, presented his address, reviewing the work of the year. Secretary A. C. Pyke and T. H. Kinnear, treasurer, also presented reports.

The feature of the morning session on Thursday was the address on the financial outlook by Sir Edmund Walker, president of the Canadian Bank of Commerce. Uniformity in charging sales tax was the subject of an animated discussion, too, during the morning.

At the noon adjournment, a luncheon was tendered by the Toronto wholesale grocery trade to the visiting delegates.

An address by J. H. Laurin, president of the Southern Wholesale Grocers' Association of the United States, opened the afternoon session on Thursday, and at four o'clock the association embarked on the Toronto Harbor Commissioner's yacht for a trip on the harbor, followed by dinner at the Sunnyside pavilion, where the after dinner speaker was John G. Clark, president of the Michigan Wholesale Grocers' Association.

The convention was continued on Friday. A detailed account of the proceedings of both days will appear in next week's issue.



HUGH BLAIN
of Eby-Blain, Ltd., wholesale grocers, Toronto, who is presiding at the sessions of the Canadian Wholesale Grocers' Association, meeting in Toronto this week.

Western Wholesalers Attend Convention

Delegates Who Are Attending Gathering of Wholesale Grocers in Toronto This Week

The following delegates from the West sailed on the S.S. Hamonic from Port Arthur Monday, Aug. 23rd, to attend the convention of the Canadian Wholesale Grocers' Association, which is being held at Toronto this week: A. O. Marrin, of the Jobin, Marrin Co., Ltd., Winnipeg; H. Bruce Gordon, of Codville Co., Ltd., Winnipeg; E. J. Callaghan, Fort Frances; G. Morrow, of Brandon Grocery Co.; J. M. Bean, Weyburn Grocery Co.; Louis Petrie, of Louis Petrie Co., Ltd., Calgary; R. J. Bradley, of the Revillon Ltd., Edmonton; John Weidman, of Weidman Bros., Winnipeg; A. E. Burns, Sect. of the Prairie Provinces Wholesale Grocers' Association, Winnipeg.

Hamilton Retail Grocers Organize Thrift Co., Ltd.

New Organization is a Private Stock Company, Capitalized at $40,000—An Effort to Meet Keen Competition of Chain Stores.

(Special)

HAMILTON Aug. 24.—In an effort to meet the keen competition of the chain stores and department stores, a number of Hamilton retail grocers have formed a buying company for the purpose of securing quantity prices in every possible line. The new organization is a private stock company, capitalized at $40,000, and is known as the Thrift Company, Limited.

W. N. S. Hunter is president; Samuel T. Bailey vice-president and T. W. Dobson, secretary-treasurer.

In an interview with the Canadian Grocer, Vice-president Bailey, who is president of the Hamilton Retail Grocers' Organization, outlined the objects which the new company sought to obtain.

"Our object is, briefly, to secure quantity prices wherever we can, and thus be in a position to meet on an equal basis the chain stores and the department stores which already have that privilege. Up to the present we have

(Continued on page 72.)

NEWS FROM WESTERN CANADA

R. Salmon of Winnipeg, has opened a grocery business.

J. Walden has discontinued his grocery store at Vancouver.

E. F. Post, Edmonton, has discontinued his grocery business.

F. W. Ross, grocer, of Winnipeg, has sold out his business.

Corbett & Sons have opened a grocery store in Winnipeg.

P. Slopski, grocer, of Winnipeg, has sold out to G. P. Ralian.

Jos. H. Kennedy has opened a grocery business at Lintlaw, Sask.

T. H. Moore has commenced a grocery store in Silver Park, Sask.

Geo. Morasch, Calgary, has discontinued his grocery business.

Mrs. J. P. Walsh has opened a grocery store in Whitewater, Manitoba.

The Windsor Grocery Co., Ltd., have closed their store at Victoria, B.C.

Mrs. Mary Campbell has opened a grocery store at Moosehorn, Sask.

A new grocery store has been opened in Stonewall, Manitoba, by Albert Ayres.

Hamilton and Watson have opened a new grocery business at Strome, Alberta.

A new grocery and butcher store has been opened in Winnipeg by M. Feinstein.

J. M. Gardins has sold his grocery business in East Kildonan, Manitoba, to J. Gillett.

Samuel Butler's grocery store at Vancouver is reported sold to Langdon and McNutt.

Murdock McLean, Moose Jaw, has sold his grocery business to Armstrong & Beck, Ltd.

William Van has been succeeded in the grocery business by Lillian McLean at Winnipeg.

Skelly & McQueen have succeeded David Chalmers, St. James, Manitoba, in the grocery business.

J. McKay has been succeeded in the grocery and meat business at Winnipeg, by Reeve and McKay.

Magee and Thompson Co., Ltd., Wolsey, Sask., have disposed of their general store business to J. R. Hepburn.

The Cowan Co., Ltd., has found it necessary to move its Winnipeg branch to larger premises. They are now occupying the whole third floor at 149 Notre Dame Street East.

Henry R. MacKenzie, general manager of Cudahy Packing Co., Toronto; E. S. Beaman of the American Peanut Corporation, of Norfolk, Virginia; L. C. Christenson, of Hard & Rand, New York, and M. Fujita, head office, Kobe, Japan, are on an extended business trip, and called on their Western representative, Donald H. Bain & Co., recently.

F. Manley, manufacturer's agent, of Winnipeg, is moving to larger quarters, and from now on will be located at 147 Bannatyne Avenue.

Apple Crop 60 Per Cent. of Last Year in Okanagan Valley

J. H. MacDonald, manager of the British Columbia Manufacturing Co., New Westminster, B. C., has been on a selling trip through the Okanagan Valley. Speaking of the crops in that district to Canadian Grocer, he stated that the apple crop would be about 60 per cent. of last year, but the apples were much larger in size. The peach and apricot crops will be well up to last year, and the tomato crop is thought to be the largest in the history of the Okanagan Valley. The cucumber crop is also large.

Moose Jaw Grocers Ask Council for Early Closing

Moose Jaw.—A petition asking that all stores selling groceries be closed at six o'clock was recently presented to the City Council by Secretary Holden of the Retail Merchants' Association. The petition came from the grocery section of the association backed by practically all the grocery store proprietors in the city.

The aldermen were undecided as to what their power was in this matter under the City Act and therefore referred the matter to the city solicitor for a report. In the meantime it was pointed out to Mr. Holden that three stores selling groceries after six o'clock in the evening had been prosecuted by the police and fined $3.00 and costs in the police court.

The straight grocery merchants in the city, however, strongly object to any store, whether it is a confectionery, refreshment or fruit store, selling groceries as a side line after six o'clock, when the other stores were forced to close.

CO-OPERATIVE SOCIETY PAYS 6 PER CENT. DIVIDEND

Winnipeg.—The Kildonan Co-Operative Society will pay a six per cent. dividend to shareholders beginning at the first quarter of the second year, according to a statement made by J. F. Ringrose, manager, at the third quarterly meeting. A dividend of 1½ per cent. could be declared for the present quarter, but it had been considered advisable to hold this as a reserve, he said.

May Take Vote on Early Closing By-law in City of Winnipeg

The annual meeting of the grocery and meat section of the Retail Merchants' Association was held at the Y. M. C. A., Winnipeg, Aug. 4th, 1920.

J. A. McDowell, vice-chairman of the retail grocers' section, acted as chairman, and A. R. Ivey, the provincial organizer, for Manitoba, acted as secretary, for the meeting.

The secretary outlined the principal working points of the association for the year 1920, commencing with legislation which came before the Manitoba legislature at the last session under the following headings: Deliveries, and Workmen's Compensation Act; Shops Act and half holidays; Municipal and Transient Traders' Act, requiring manufacturers who become their own distributors taking out licenses same as other transient traders or peddlers, placing them on the same basis as fixed or permanent dealers; Industrial Disputes Act, including the principle of collective bargaining; Temperance Act, and flavoring extracts.

The early closing situation was fully explained. The city council, arriving at a deadlock regarding the early closing bylaw, referred the matter back to a committee to outline a suggestion as to the best means and time for the taking of a vote on the proposed legislation.

Retail Merchants at Coast Join in Happy Picnic

The retail merchants of Vancouver and New Westminster, B.C., joined forces in a very enjoyable picnic in Queen's Park, New Westminster recently, and the event was one of the best of its kind yet held. A splendid program of sports provided much entertainment, a feature being the baseball match between the Vancouver and New Westminster merchants. The entire day was given up to pleasure, and everyone entered into the races and games in the most enthusiastic manner. The band of the first B. C. regiment rendered a musical program, and dancing in the evening in the arena was much enjoyed.

The management committee consisted of Joseph T. Crowder, chairman; D. Shantz and J. F. Merrilees. George S. Hougham was general secretary.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets this week for general groceries have a slightly firmer undertone. Sugar has shown declines in both the West and the East but no changes have been effected in Ontario and Quebec. Crops throughout the Dominion are turning out well, the present indications being that crops will be the heaviest since the banner year of 1915. In spite of the fact that business is quiet at the present time, manufacturers and merchants are more cheerful and are looking forward to a healthy, lively business this coming fall and winter seasons.

MONTREAL—Plentiful crops of vegetables and apples feature the market this week with very low prices. Eggs are still scarce and dearer. Butter is firm and lard and shortening are cheaper. Some cereal manufacturers have withdrawn all drop shipments in view of higher freight rates. Canned salmon of the best class will be very scarce this year. Canned asparagus is dearer. Candied peels are also higher. Flour may be cheaper. A shortage of molasses is threatened this winter. Cornflakes are quoted back at the old price. No change is reported in the tea market this week. The prices of higher grade teas are holding firm and the cheaper grades are said to be fairly well cleared from the market. Coffee may be lower later in the season but there is no change at present. The nut market for the fall is very firm with higher prices expected. The wholesalers continue to sacrifice last year's stock in order to clean up before the new crop is in hand. The threatened tie-up between Montreal and the Niagara district in the fruit lines has been adjusted and things are normal for handling the peach crop.

TORONTO—The markets generally are quiet to firm. Several lines of commodities have registered advances this week, including cocoa, washboards, pickles, Rit, baking powder, olive butter, bi-carbonate of soda and sal soda. Sugar refiners have guaranteed prices to wholesalers and manufacturers against a decline until the first of October. This indicates that no change can be expected in refined sugar for a month at least. One brand of cornflakes has advanced and another has declined. Cereals are ruling fairly steady although rolled oats are being offered below market quotations. Very little movement is noted in canned goods at the present time. Some jobbers report that their allotment of extra sifted peas (which is only a ten per cent. pack) are cleared up at open prices. Grecian currants are firmer with a tendency for higher prices. The opening prices on prunes have been named by the association and while the prices on the larger sizes show an increase over last year, the medium and smaller sizes are lower. Quotations in primary tea markets have shown another advance and teas of any cup quality are becoming more difficult to obtain. Coffee futures are lower but this market will not be affected for a month or two. The nut market is stronger. Shelled walnuts are quoted higher. Fruits and vegetables are plentiful and prices are lower.

Few changes are shown in the produce and provision markets. Fresh and cured meats are steady. Eggs and butter are easier but quotations are unchanged. Shortening and lard have taken another decline this week, bringing the price down three to four cents per pound in the last ten days.

WINNIPEG—Since our last report very little change is to be noted in the general situation. Harvesting is now in full swing in the three prairie provinces, and a fair average crop is assured. Business no doubt will be improving gradually, until such time as crops are financed. The retailers have reduced their stocks, and are purchasing cautiously until the crop is assured, and cash begins to circulate a little more freely. The feature this week is the weakness shown by the raw sugar market at New York and it is expected lower prices on Canadian refined will be in vogue before very long. Salt advanced from 20 to 30c per hundred during the week. There are practically no other price changes.

QUEBEC MARKETS

MONTREAL, Aug. 27.—Montreal markets are actually flooded with vegetables this week and prices are considerably lower. Apples are in good supply. A shortage of molasses is threatened this winter. Canned sockeye salmon will be at a premium. Candied peel will be dearer. The threatened tie up between Montreal and the Niagara district in the fruit lines has been adjusted and things are normal for handling the peach crop. Corn flakes are quoted back at their old prices again. Flour may be cheaper this winter. A few miscellaneous changes occur.

Sugar Prices Seem Firm

Montreal.

SUGAR.—There is no change in the price of sugar this week. The market appears to be very firm at the present quotations despite the reports that there are large quantities of sugar stored away for higher prices or at least for a time when the supply will not be as plentiful.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated..	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Icing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Molasses Will Be Higher

Montreal.

MOLASSES.—No change is reported in the molasses market although a shortage is predicted since the supply at hand is much below what has been in reserve in other years. The manufacturers are producing sugar from the cane to a greater extent than before since the demand and the profits are greater. The price, although it has fallen, is only artificial, and it is almost certain to be higher. There is no change in the price of corn syrups.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	..	12 50

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Corn Flakes Again Normal

Montreal.

PACKAGE GOODS.—The quotations on cornflakes have dropped back again to almost normal. It may be taken for granted that the situation as to cartons has improved. Nevertheless the price of cornflakes is back to almost what it has been earlier in the season. There are no other changes in the package goods line.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15½
Starch (laundry)	0 12½
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

Drop Shipments Discontinued

Montreal.

CEREALS.—It is rumored that some cereal manufacturers have withdrawn their drop shipments. That is, in many cases they have been prepaying shipments over a certain amount. This has been withdrawn in expectancy of the higher freight rates, it is said, and these firms wish to be on the safe side when the new rates are in force. This will affect the priec of cereals to some extent. The cereal market is quiet at the present time but in view of the big crops which are reported the cereal market may be lower in the near future.

Tea Market Holds

Montreal.

TEA.—No change is reported in the tea market this week. The prices of higher grade tea are holding firm and the cheaper grades are said to be fairly well cleared from the market.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

New Candied Peels Higher

Montreal.

DRIED FRUITS.—The new prices for candied peels are given this week. The quotations are as follows: American candied lemon, 46 to 47 cents a pound; American candied orange, 48 to 49 cents; American candied citron, 75 to 76 cents per pound. These quotations differ for large quantities. The market for currants, raisins and figs is very strong for the fall trade.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 25
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Coffee and Cocoa Firm

Montreal.

COFFEE AND COCOA.—There is no change in the price of either coffee or cocoa this week, coffee may be lower later in the season but there is no change at present. Cocoa is in very fair demand and prices remain unchanged.

Canned Asparagus Higher

Montreal.

CANNED GOODS. — Still further prices on the new pack of canned goods are to hand this week. The new pack of American asparagus is quoted at $6.65 for the 2½ lb. green, and the same price for the white; 1 lb. tins of tips are selling at $6.35. The Brunswick brand sardines are quoted at 50 cents per case lower, at $6.75. The reports for the salmon packs are very poor. Clover Leaf are only filling 25 per cent. of the orders on the pound tins and 60 per cent. of the orders on the ½ pound tins. Cohoe salmon is only being packed at 25 per cent. basis of orders placed. Wholesale grocers tell Canadian Grocer

that their orders on hand will more than take up all the shipments of salmon that are billed to them. This means a shortage of sock-eye salmon for the winter.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80

Nut Market Strong for Fall

Montreal.

NUTS.—The nut market for the fall is very firm, with higher prices expected. The wholesale firms continue to sacrifice last year's stock in order to clean up before the new crop is in hand. There is no doubt that the prices on the new crop will be considerably higher than quotations are at the present time.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Small Demand for Spices

Montreal.

SPICES.—The spice market continues rather quiet but within a few weeks the market will brighten up. No change in prices is announced, and there is nothing striking about this market.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rice Market Quiet

Montreal.

RICE.—The rice market continues quiet. Sales are not large and no change in price is announced.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Cheval Water Higher

Montreal.

MISCELLANEOUS.—Perrier mineral water, which has been off the market for some time, is again offered by some of the wholesalers. The new quotations are $27 per case for the quarts and $29 per case for the pints. There is an advance this week of 25 cents per dozen on Mathieu's Tar and Cod Liver Oil Syrup. Cheval water has advanced from 95 cents to $1.10 per dozen. Crisco is a little cheaper, selling now at 30½ cents per pound.

An Immense Wheat Crop

Montreal.

FLOUR.—There is nothing definite as yet about the flour market. The wheat exchange opened rather briskly in Winnipeg but quietened down and there was a slump in prices. This may pick up, but the opinion is that prices must be lower. One miller told Canadian Grocer that there has not been a wheat crop in the West for years to touch this year's crop. The price of wheat will have to be low enough to counterbalance the heavier freight rates before there are lower prices on flour. The new hard wheat flour will be on the market about the third week in September.

Vegetables Are Plentiful

Montreal.

VEGETABLES. — Montreal has not seen for many years such a plentiful supply of vegetables as is offered on the markets at the present time. There seems to be some difficulty in finding a market for the big supply which is being brought in daily. Produce is being sold at a remarkably low price. Potatoes, which are said to be of a better quality than has been seen for 5 years, are sold at $1.40 and $1.50 per bag. Corn is selling at 10 cents per dozen. Cucumbers are selling as low as $1 per basket of 20 dozen. Prices differ from day to day on the market on account of the over supply, and accurate quotations cannot be given. The acreage under cultivation and the production is higher than it has been for some years.

Beets, per doz.	....	0 40
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, hamper	....	1 00
Cabbage, Montreal, doz.	0 35	0 50
Chicory, doz.	....	0 50
Carrots, doz.	....	0 40
Corn, cob, per doz.	0 10	0 15
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag.)	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal Tomatoes, per box	0 50	0 75
Cauliflower, per doz.	....	2 00
Spanish Onions, per case	....	5 75

Big Eastern Apple Crop

Montreal.

FRUIT.—A plentiful supply of apples is on the market this week and prices are very low, differing considerably as to quality and condition. The crop has been very good this year. The one difficulty that the buyers are facing with the crop is the lack of containers for packing and carrying. They are buying up baskets througout the city to send to the country. Still they have not the proper facilities. The peach crop, it is reported will be heavy this year and the freight difficulties that arose a week ago have been cleared away.

Apples, early, basket	0 80	1 00
Do., per barrel	7 00	7 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	9 50
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Peaches, box	....	3 00
Plums, crate	....	4 50
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50

ONTARIO MARKETS

TORONTO, Aug. 27.—Several lines of commodities have advanced this week including cocoa, washboards, pickles, Rit, baking powder, olive butter, bi-carborate of soda and sal soda. There is no change in the sugar situation. The Canada Starch Co. have guaranteed prices on syrups and starches for 60 days. One corn flake manufacturer has reduced prices and another has advanced. Cereals generally are easier. Currants are firmer. Opening prices on prunes have been named by the association. The nut market is strong with an advance on shelled walnuts. Vegetables and fruits are lower.

Refined Sugar Quiet

Toronto.

SUGAR.—There is very little movement in sugar from refiners to wholesalers at the present time. A great number of resales are being made and mostly below present market quotations. Refiners are guaranteeing prices against a decline until the first of October, which practically means that quotations cannot be expected to be changed for the next month.

St. Lawrence, extra granulated, cwt.....	24 21
Atlantic, extra granulated	24 21
Acadia Sugar Refinery, extra granulated	24 21
Dom. Sugar Refinery, extra granulated..	24 21
Canada Sugar Refinery, granulated.....	24 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrup Prices Guaranteed

Toronto.

SYRUPS.—Canada Starch Co. have guaranteed prices on corn syrups against a decline for 60 days from date of shipment on all orders shipped during August. This indicates that lower prices cannot be expected on corn syrups for at least two months. Lyle's syrup, No. 2 tins, have advanced to $5.25 per dozen.

MOLASSES.—The molasses market is fairly quiet. Supplies are limited and prices are fairly maintained.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Corn Flake Prices Named

Toronto.

PACKAGE GOODS.—The price on corn flakes has again been changed. Kellogg's (London) are now $4.40 per case; Kellogg's Waxtite are quoted at $4.50 per case. There can be no change expected in starches as manufacturers have guaranteed prices for 60 days. Other cereals and package goods are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 80
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	4 35
Cornstarch, No. 1, lb. cartons...	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters.....	....	0 16
Do., in 6-lb. wood boxes.....	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s.....	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case.....	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case.....	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Cereals in Easy Market

Toronto.

CEREALS.—There is practically no change in the cereal market. Rolled oats are quoted at $6.00 per bag, although it can be bought in some quarters at $5.90. Corn meal is in an easy market and prices are expected to be lower.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	6 00	6 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Sifted Peas Cleaned Up

Toronto.

CANNED GOODS.—Very little movement is noted in canned goods at the present time. Some jobbers report that their allotment of extra sifted peas has been cleaned up, but as the pack was only a ten per cent. one the number of cases alloted to each jobber is very small. Lobsters, Mephisto brand, ¼'s is quoted at $3.75 per dozen and ½'s at $6.50; Eastern brand, ¼'s $3.40; O'Leary's ¼'s $3.25 and ½'s $5.90; Eagle ½'s $6.00 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	....	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz. ...	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz....	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz....	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.....	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.....	....	5 65
Do., 4s, each	....	1 50

Baking Powder Higher

Toronto.

BAKING POWDER.—Eggo Baking Powder has advanced. The following are the correct quotations: 4 ounce tins, $1.50 per dozen; 9 oz. tins, $2.80; 12 oz. tins, $3.60; 16 oz. tins, $4.40; 2½ pound tins, $9.60; 5 pound tins, $18.00 per dozen.

Currants Are Firmer

Toronto.

DRIED FRUIT.—The market for Grecian currants is considerably firm and the tendency is that quotations will be higher. There is no change in the raisin situation, spot stocks are getting fairly well cleaned up. The opening

prices on prunes have been named by the association and while the prices on larger sizes show an increase over last year, the medium and smaller sizes are lower.

Evaporated apples	....	0 21
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½

Spice Market Easy

Toronto.

SPICES.—This market continues in an easy tone. While no price changes on spot stocks have yet developed it is anticipated that lower prices will prevail, especially on peppers. Pickling spices are moving freely, both manufacturers and retailers report business brisk on these lines.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Tea Market Ruling Firm

Toronto.

TEAS.—The tea market continues to rule firm. Quotations in primary markets on all grades have shown another slight advance. Teas of quality are difficult to obtain, although there are plenty of the lower grades offered.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Lower

Toronto.

COFFEE.—The primary market for coffee is considerably easier, with lower prices on future deliveries. These declines will not affect this market for at least a month or two. Quotations on spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Pickles Are Higher

Toronto.

PICKLES.—Dyson's Red Cross pickles have advanced to the following prices: High grade white onions, $4.45 per dozen; high grade sour, $3.70 per dozen; sour mixed No. 2½ tins, $4.15; chow, No. 2½ tins, $4.40; sour mixed, No. 10 tins, $1.15 per tin; sweet mustard, No. 10 tins, $1.40 per tin; chow chow, No. 10 tins, $1.25 per tin.

Rice Market Quiet

Toronto.

RICE.—The rice market is ruling steady under a light demand. Quotations are unchanged. Tapioca is quoted at 11 to 12 cents per pound, but in some quarters it can be bought at 10 cents a pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Nut Market Strong

Toronto.

NUTS.—With the exception of peanuts the nut market is fairly strong. Shelled walnuts are higher now, quoted at 63 to 65 cents per pound. Almonds are also stiffening up, quotations have not yet been effected. Peanuts are easy under the declines noted last week.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 38
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 63	0 65
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	....	0 17
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Fruits Are Lower

Toronto.

FRUIT.—Local fruits are arriving in abundance and prices are generally lower. Plums are selling at 50 to 75 cents per 11 qt. basket. Some of the better varieties of peaches are coming in and selling at 75 cents to $1.00 per 11 qt. basket and 50 to 75 cents for 6 qt. basket. Huckleberries and other small fruits are about over.

Oranges, Valencias—		
126s	....	7 75
150s	....	8 50
176s, 200s, 216s, 250s	....	9 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	5 50
Grapefruit, California, 80s, 96s	4 25	4 50
Watermelons, 26-lb. aver., each.	....	1 00
Cantaloupes, Cal., case, 45s	....	6 50
Georgia Peaches, 6-bskt. crates	....	5 75
Plums, Cal., box	....	3 50
Blueberries, bskt.	3 00	3 50
Lawton Berries	....	0 30
Black Currants, 11s	....	3 50
Do., 6s	....	1 75
Pears, Cal., Bartlett's, box	....	6 50
Grapes—		
California Malaga, box	....	5 50
Apples, Duchess, box	....	2 00
Do., baskets, 11-qt.	0 40	0 50
Plums, 6-qt. basket	0 30	0 40
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 50	0 75
Do., 11-qt. basket	0 75	1 00

Tomatoes Are 35 Cents

Toronto.

VEGETABLES.—Potatoes are lower this week and all other vegetables are plentiful. Onions are arriving from Leamington in 100 pound sacks at $4.00 per sack. Corn is in demand at 20 to 25 cents per dozen. Tomatoes are almost a drug on the market at 35 cents per 11 qt. basket.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack	....	4 00
Tomatoes, Ontario, 11-qt. bskt.	....	0 35
Green Peppers, hot, 11-qt. bskt.	....	0 40
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 40
Celery	....	1 00
Egg plant, 11-qt. bskt.	....	1 50
Potatoes, per bag	2 00	2 25
Corn, per doz.	0 20	0 25

Wash Boards Higher

Toronto.

MISCELLANEOUS. — Eddy's Royal Household Globe washboards have advanced to $6.50 per dozen. Lipton's cocoa has advanced to 51 cents per pound for ½'s and 53 cents for 1-5's. Rit has advanced to $1.20 per dozen. Olive butter has advanced, small size to $2.35 per dozen and large size to $3.70 per dozen. Sal soda is up to $2.40 per 100 pound bag. Crisco is now sold by the pound, ones and three are 30½c. per pound and sixes and nines 30 cents per pound. Bicarbonate of soda has advanced 10 cents per hundred.

WINNIPEG MARKETS

WINNIPEG, Aug. 27—There are few changes in the markets this week. Sugar is weak and it is expected that lower prices will prevail in the very near future. Syrups and molasses are quiet. Shipments of new pack sockeye salmon have arrived and are being rapidly bought up. Rolled oats are quoted lower. Sago and tapioca are firmer. The nut market is a little stronger. Salt has advanced 20 to 30 cents per hundred pounds.

Sugar Market Weak

Winnipeg.

SUGAR.—The New York raw sugar market continues to show weakness and present indications indicate that within the next few days refined may be much lower. The latest quotations are as follows:

Redpath, granulated, 100-lb. bag	....	23 35
St. Lawrence, gran., 100-lb. bag	....	23 35
Atlantic, granulated, 100-lb. bag	....	23 35
Dominion, granulated, 100-lb. bag	....	23 35
Acadia, granulated, 100-lb. bag.	....	23 35
Yellow Sugar, No. 2, 100-lb. bag	22 85	22 95
Powdered Sugar, 50-lb. boxes, per cwt.	....	23 90
Icing Sugar, 50-lb. boxes, per cwt.	....	24 00
Lump Sugar, soft, 100-lb. boxes	....	24 10
Do., hard, 100-lb. boxes, per box	....	24 30
Cubes, 100-lb. boxes, per box	....	23 90

No Change in Corn Syrup

Winnipeg.

SYRUPS.—There has been no change in the corn syrup or molasses market this week. The syrup manufacturers have intimated there will be no decline, at least for the next forty-five days.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	9 45
5-lb. tins, 1 doz. in case	....	11 25
10-lb. tins, ½ doz. in case	....	10 75
20-lb. tins, ¼ doz. in case	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Market Steady

Winnipeg.

STARCH.—There is practically no change in the starch market, but from recent reports the Chicago market has declined. Canadian starch manufacturers have intimated that there will be no decline in prices for at least a month and a half.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12
Do., No. 1 quality, 1-lb. pkgs.	....	0 13½
Gloss, 1-lb. pkgs., per lb.	....	0 14¼
Celluloid, 1-lb. pkg., per case	....	5 65

New Salmon on Market

Winnipeg.

CANNED GOODS, ETC.—The first shipment of the new pack of sockeye salmon arrived this week at the new opening price. This year's price is about $4 per case higher than the opening price of last year. Sockeye salmon is being rapidly bought up as the first shipment arrived almost on a bare market. Domestic sardines are easier in price and are quoted at $6.75 per case. Canned pilchards are reported scarce, with every indication of advanced prices in the very near future. The new pack of canned asparagus has arrived and it is expected that the first pack of B.C. tomatoes will be available for shipment by Sept. 1.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case.	....	21 75
Do., ½s, flat, 8 doz. in case.	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case.	....	17 75
Cohoe, 1s, tall, 4 doz. case.	....	14 50
Do., ½s, flat, 8 doz. case.	....	16 50
Pink, 1s, tall, 4 doz. case.	....	10 40
Do., ½s, flat, 8 doz. case.	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case.	3 40	3 85
Blueberries, 2s, 2 doz. case	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case.	....	4 90
Spaghetti, 2½s, 2 doz. case.	....	5 40
Tomatoes, 2½s, 2 doz. case.	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

HAMILTON RETAIL GROCERS ORGANIZE

Continued from page 65

been handicapped with our buying organization; that handicap will be overcome. The present conditions of trade require us to unite in this way if we hope to maintain our place in the march of progress."

"Does this latest step spring out of the new retail grocers' movement which got under way in the beginning of the year?" Mr. Bailey was asked.

"A number of us had this enterprise in mind for quite a time, but it is independent of the organization movement," Mr. Bailey replied.

Mr. Bailey replied in the negative to a query as to whether the wholesale grocers had been consulted before the step was taken.

In order to assure the success of the venture, partnership in the company was excluded to grocers who had made their own success in business against present competition, Mr. Bailey stated. By law the membership was limited to fifty. Asked whether a grocer's qualifications depended upon his financial status, Mr. Bailey replied, "partially."

"Will the new company be in a position to assist the small grocers whose financial status does not permit of their joining the company?"

"That is a question I cannot answer," Mr. Bailey said.

The company has secured warehouse accommodation on MacNab street south, and will be ready to begin operations about September 1.

THREE DAYS' GRACE ON SIGHT DRAFTS

Kingston, Ont., Aug. 22.

Canadian Grocer.

Dear Sir:—I am interested very much in reading the advice and instruction of Henry Johnson, Jr., to the "Novice Grocer" from time to time. Will you kindly answer the following questions through your column in the Canadian Grocer. If a draft is drawn at sight, does it legally mean 3 days' grace for payment after acceptance, or is it good form to insert (with 3 days of grace) on the draft

In making a sight draft, is it necessary to date it—and is it necessary to sign it by hand or will it do to use a stamp; is the latter way legal?

Sincerely yours,

KINGSTON GROCER.

A sight draft is allowed three days' grace for payment after date of acceptance. A sight draft should always be dated and the usual way is to sign it, although some firms use a rubber stamp, which is quite legal.

W. H. Wilbur, Delhi, has sold to Theo. F. House.

John Trinder, Simcoe, has sold his business.

Rolled Oats Decline

Winnipeg.

CEREALS.—Both pot and pearl barley are very scarce and almost unprocurable. The oat market is very weak, which no doubt is causing the decline on several lines of bulk cereals.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	4 00	4 80
Cornmeal, 2 doz. case, per case...	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case....	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	....	5 07
Do., 40s, per bag	....	2 64
Do., 20s, per bag	....	1 36
Do., 10-8s, per bale	....	6 05
Do., 15-6s, per bale	....	6 90
Oatmeal, 98s, gran. or stand, bag	....	6 35
Wheat Granules, 98s, per bag...	....	8 60
Do., 16-6s, per bale.....	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley Pot 98s, per bag.....	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Tea Market Quiet

Winnipeg.

TEAS.—There is very little activity in the tea market. Fine teas still maintain a high price, while common teas remain unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality ...	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spice Market Dull

Winnipeg.

SPICES.—The spice market is very dull, with practically no changes since our last issue. The olive crop is estimated to be lighter than last year's and there will be very little change in same until the new crop arrives, which is expected in January or February.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.....	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb....	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz....	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.....	....	0 50
Pickling, ¼-lb. pkg., per doz....	....	1 00
Do., bulk, No. 1, per lb.....	....	0 28
Do., No. 2, per lb.	....	0 25

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.....	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb....	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.....	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb...	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is reported very dull with Rio coffee ruling at a very low figure. High grade coffees remain firm.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.....	....	6 25
In ½-lbs., per doz.....	....	3 25
In ¼-lbs., per doz.....	....	1 70
In small size, per doz.....	....	1 25

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS.—There is no change in the market for dried fruits. Spot stocks are firm at prevailing quotations.

DRIED FRUIT

Evaporated Apples, per lb.....	....	0 20
Currants, 90-lb., per lb.....	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton ...	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Sago and Tapioca Firmer

Winnipeg.

RICES.—The primary market on sago and tapioca is higher, but owing to recent arrivals the jobbers have been able to name lower prices. Rice has been slightly weaker, due to quantities being forced on the market by second hands.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags..	....	0 13
Do., 50-lb. bags, lb.	....	0 13½
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 11¼
Do., in less quantities, lb. ...	....	0 11¾
Tapioca, pearl, per lb.	....	0 10

COFFEE.—The coffee market is re-

COFFEES—		
Santos, roasted, best grade	....	0 44
Bourbon, roasted, best grade...	....	0 45
Jamaica, roasted, best grade ...	....	0 52
Mexican, roasted, best grade...	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade....	....	0 56
Rio, roasted, best grade	0 28	0 29

Nut Market Looks Strong

Winnipeg.

NUTS.—There has been no change on either the walnut or almond market since last report. The exchange situation in Europe is very unsatisfactory. Spot stocks of these lines are certainly good holdings.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Ontario Plums Arriving

Winnipeg.

FRUITS.—Shipments of Ontario plums are arriving and are selling at reasonable price. Blueberries and blackberries are in good demand with only limited supplies. Washington plums and pears are arriving, as well as apples. Ontario peaches are expected this week.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	....	2 75
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	....	7 50
Do., flats, 12s to 15s, per case	....	3 50
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	10 00
176s	....	9 50
150s	....	8 50
126s	....	7 50
New Apples, per box	....	4 25
Pears, Cal., per case	....	7 50
Raspberries, per case	....	7 50

Vegetables Moving Freely

Winnipeg.

VEGETABLES.—Potatoes declined in price this week and are being offered at $2 per bushel. Local corn is selling well, while there is a noted scarcity of local cucumbers on the market. Large shipments of Ontario tomatoes are arriving and are quoted at $1.50 per basket.

VEGETABLES

Carrots, new, per lb.	....	0 04
Beets, new, per lb.	....	0 03
Turnips, new, per lb.	....	0 03
Leaf Lettuce, per doz.	....	0 30
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz...	....	2 25
Cabbage (new), per lb.	....	0 04
New Potatoes, per bushel	....	2 00
Onions (Cal. Bermuda sack), per sack	....	5 00
Peas, per lb.	....	0 10
Cauliflower, per doz.	....	1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 03½
Tomatoes, per basket	....	1 50
Head Lettuce, per doz.	....	0 75

Salt Has Advanced

Winnipeg.

SALT.—Salt has advanced during the week. This advance amounts to 20 to 30 cents per hundred pounds.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Aug. 26.—Business in wholesale circles this week is reported as quiet, the only change in quotations coming from the dairy and poultry lines. Eggs have advanced to 68 cents per dozen, a two cent advance on last week's listing. Lard compound has declined three cents per pound, bringing the price down to 24 cents. Creamery butter has advanced to 66 and 67 cents the pound. Evaporated apples are still selling at 21 cents per pound, but the future price will be away above that on account of the thinness of this year's apple crop. Wholesalers are selling No. 1 yellow sugar at $20.60 per 100 lb. bag, which is $3.00 below refiners' price. They are doing this so as to clear it out, as prices, it has been predicted, will be higher.

Flour, No. 1 patents, bbl., Man...	....	16 50
Cornmeal, bags	....	5 25
Rolled oats, per bag	....	5 50
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 65
Sugar, standard, granulated	....	24 10
Do., No. 1, yellow	....	23 60
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 68
Lard, compound	....	0 24
Lard, pure, lb.	....	0 29
American clear pork, per bbl.	....	48 00
Tomatoes, 2½s, standard, doz...	....	2 28
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 66	0 67
Do., dairy, per lb.	0 50	0 55
Do., tubs	0 52	0 53
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 10
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag..	....	3 25
Beans, white	....	5 50
Do., Yellow Eye	....	8 00
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 68½
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07
Cal. Peaches, crate	....	3 25
Cal. Plums, crate	....	4 50
Cal. Pears, crate	....	7 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N. B., Aug. 26.—Business is keeping up well and collections are reported very good. The market is rather quiet and not many changes are reported. Ordinary cornmeal has declined now, selling at $4.75. Rolled oats are down to $12.25. Case eggs have declined three cents per dozen, bringing the price down to 60 and 62 cents. Salmon red is quoted at $22.50 per case. Oranges are $9.00 to $11.00 per case. Pears $8.00. Peaches $2.50 to $2.75. Potatoes are in good supply and prices easier.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 75
Roled oats	....	12 25
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	24 10
No. 1 yellow	....	23 60
Cheese, N.B.	0 28½	0 29
Eggs, fresh, doz.	0 68	0 70
Do., case	0 60	0 62
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American, clear pork	48 00	50 00
Tomatoes, 2½s, standard, case..	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bushel	....	1 75
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 10	0 11
Oranges, case	9 00	11 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 26.—Granulated sugar declined 50 cents per 100 pound. Yellow sugar dropped $1.00 per hundred. Cornflakes, sal soda, some brands of baking powder are higher. One line of tomato catsup advanced 30 cents per case. Siam rice is quoted at $12.60 to $15.00 per hundred, this latter price is for extra fine quality. New laid eggs, $17.50 to $18.00 per case. New pack strawberries, $9.75 to $10.40 per case. Raspberries, $10.60 to $11.70; these prices compare very favorably with last year's. Excelsior dates are quoted at $4.60 per case. Local potatoes are $50.00 per ton.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolle doats, 80s	....	5 30
Rice, Siam	12 60	15 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	22 47
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 60
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s	17 10	17 40
Eggs, new laid, local, case	17 50	18 00
Do., storage, case	17 00	18 00
Tomatoes, 21½s, standard, case ..	4 60	4 75
Wax and Green Beans, 2s, case..	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case...	9 75	10 40
Raspberries, 2s, Ontario, case...	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, local, ton	....	50 00

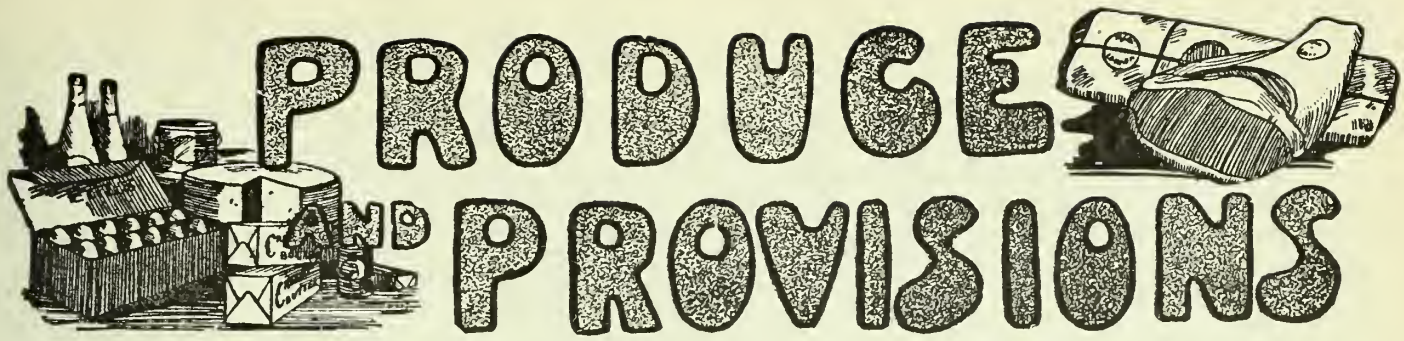
British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 26.—Very few changes are noted in general groceries this week. Best eggs are selling at 75 cents per dozen. Choice butter 62 cents per pound. B. C. cheese, singles, 31 cents. Lard 27½ cents per pound. Hams, 50 cents. Bacon 48 cents. Field tomatoes, $2.00. Onions, $2.00 per crate. Carrots, $2.50. Turnips, $2.00. Beets, $3.00. Parsnips, $3.00 per sack. Potatoes, $40.00 per ton. Yellow transparent apples, $2.00. Duchess apples, $3.50. Gravenstein apples, $4.00. Oranges, $8.00 per case. Lemons $6.00 per case. Grapefruit $6.00. Honey in 60 pound tins, quoted at 28 cents per pound.

FIND SALT IN ALBERTA

Edmonton.—Hon. J. L. Cole, Provincial Secretary and Chairman of Industrial Research Committee, has received a wire from Fort McMurray stating that an engineer who was sent out to make an investigation has found a good sample of salt. Boring has been under way for some time at Fort McMurray. The sample was found in a core that was taken out at a depth of 523 feet.



Tempting, Appetizing Display Helps Sales of Cooked Meats

Experiences of Three Different Merchants in Selling Cooked Meats During the Summer—One Sells Only One Line—Another Increases Sales by Having Counter Near Refrigerator.

ONE day recently a representative of Canadian Grocer was paying a friendly visit to a Toronto grocer who prided himself on the attractive appearance of his store. This merchant has been established many years, and has built up an enviable business by using aggressive methods, and as he put it, "being always on the job." During the conversation a customer was heard to ask for jellied ox tongue. The clerk replied that they did not keep it. The only kind of cooked meat they sold was cooked ham. She replied that she had been having ham so often lately that she was rather tired of it and would like to get something different for a change. When this incident was taken up with the merchant he replied it was next to impossible to carry jellied meats in the summer months, because they were so hard to keep. This merchant was selling a great number of cooked hams every week and yet did not carry any other meats when apparently he had a demand for them.

Handling Only One Line

This gave Canadian Grocer an inspiration and he set out to investigate what other grocers were doing with the cooked meat business. Some half dozen or more stores were visited in the afternoon and out of the lot only two had a larger variety than "just cooked ham." There was one other and he sold bologna. These two handled ham, jellied tongue, two kinds of bologna and a kind of spiced jellied beef. One grocer had his meat counter in a convenient place near the refrigerator which had a glass front. The meats were nicely displayed and this merchant stated that he sold quite a large quantity. The other store had a refrigerator built in the form of a silent salesman with a small counter nearby, on which was a meat slicer and scales. The silent salesman had three glass shelves which were arranged with cooked meats and bacon. Between each pile of meat was a little touch of green, lettuce and parsley. This made a very tempting, appetizing display and attracted a great deal of attention as it was situated near the centre of the store. The merchant stated that the cost of that case had already been repaid this summer in extra sales of cooked meats. "Before we installed that case we only handled cooked ham, but now we are able to stock many varieties as the case keeps them in good condition, besides allowing us to make a nice display," he remarked to Canadian Grocer. "It is surprising the number of customers who come in to buy other articles who walk over to the meat case and say, I'll just take a half pound of that jellied tongue, it looks so nice."

Looking for Labor Savers

The big demand for cooked meats is, of course, in the summer season. People do not like to cook any more than is absolutely necessary and are constantly on the lookout for something that will do away with as much of the labor of preparing meals as possible. The grocer is always the first person that the housekeeper appeals to, to help out with the daily meals. It is a common statement to hear a lady ask the grocer "What have you nice for dinner?" or "It is so hot none of us have any appetite, can't you suggest something?" The stories of the above merchants are all different. The first although conducting a large and fairly high-class business lets slip a profitable line. The next is making the best of the facilities he has without going to any extra expense and is mightily well pleased with the results. The last merchant has grasped the real fundamental points of salesmanship, that is, display. He spends good money in installing a piece of furniture that he is confident will bring results which, he says, has more than repaid the expense entailed.

Heavy Tomato Crops Are Reported

Receipts Are Arriving Freely on the Toronto Market, and Are Being Offered at from 30 to 40 Cents for Large Baskets—Heavier Acreage Than in Previous Years.

THE weather throughout Ontario this season has not been particularly favorable to the tomato crop. The growth has generally been slow owing to the very cool weather. Notwithstanding this, however, tomatoes are arriving quite freely on the Toronto market, at prices ranging from 30 to 40 cents per eleven quart basket. Even at these low figures the market some days has been over supplied, in fact glutted. Some wholesale fruit dealers report difficulty in disposing of their stocks. This probably is caused by the lack of demand on the part of the buying public for preserving purposes. In the Niagara district the acreage is heavier than previous years and although there was some damage reported from the hail storm on July 23, the plants are heavily loaded, and it is anticipated that there will be record-breaking yields. In the Leamington district there will only be about one-third of last year's crop, owing to drought after planting, then excessive rains, which have caused a blight to appear.

From British Columbia in the Okanagan district comes the report that the weather conditions have been most favorable and a heavy yield is anticipated from the increased acreage. In the Keremeos and Hammond districts the acreage is also greatly increased over last year and bumper crops are expected.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 26—The feature of the produce market this week is the decline in the prices of lard and shortening. Eggs are still short and dearer. Fresh lake fish is in better supply. Prices on meats hold firm. The cheese market is quiet and rather weak. There is no change in butter.

Fresh Meat Prices Unchanged

Montreal.

FRESH MEATS. — There is no change in the price of fresh meats this week. Prices as revised last week continue. These prices are wider in range than they have been with the better cuts higher in price and the cheaper cuts lower in price. This range, as explained before in Canadian Grocer, is to balance up the demand which has been great for the dearer cuts of late, leaving the cheaper lines on the hands of the packers. The demand for fresh meat continues very good and the supply is fair.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20

Fresh Beef— (Cows)			(Steers)	
$0 20	$0 31	..Hind quarters..	$0 28	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 20	0 30	..... Ribs	0 30	0 38
0 12	0 16	.... Chucks	0 14	0 20
0 30	0 34	..... Hips	0 32	0 36

Calves (as to grade)	0 15	0 26
Spring lamb, carcass	0 25	0 31
Fresh sheep, carcass	0 18	0 21

Bacon Prices Remain Firm

Montreal.

BACON. — No change is noted in price of bacon this week. The quotations as revised last week hold with a good demand.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Barrelled Meats Quiet

Montreal.

BARRELLED MEAT.—No change is noted this week in the price of barrelled meats since the decline quoted last week. The demand for barrelled meat in Canada is not great but there is a fair export trade.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	52 00
Heavy mess pork (bbl.)	46 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	44 00

Cooked Meats Hold Firm

Montreal.

COOKED MEATS. — The demand for cooked meats continues large during this hot weather and prices are firm at the advanced prices quoted last week.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Higher Prices for Eggs

Montreal.

EGGS. — The price of eggs is still higher this week. The supply on the market has not improved and the drain on cold storage supplies continues. Strictly new laid eggs are selling at 72 cents per dozen. Fresh eggs 66 cents, and No. 1 at 58 cents. This is a high price for eggs at this time of the year but the supply on the market is very short.

Butter Prices Remain Firm

Montreal.

BUTTER. — There is no change this week in the price of butter. The market remains firm at the prices quoted below. The demand for dairy butter is not large, nor are the offerings on the market large at the present time.

BUTTER—		
Creamery prints, qual., new	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Cheese Market Unchanged

Montreal.

CHEESE. — There is no change in the quotations on cheese. New cheese is not very strong but the price on old cheese is holding firm. It is expected that as the fall season draws near the market will brighten up and the cheese market will be stronger.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Margarine Demand Small

Montreal.

MARGARINE. — There is no change in the price of margarine, although the market is not very strong. The demand is poor and consequently prices are not very firm. Quotations differ for different brands.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Lard Prices Drop

Montreal.

LARD. — For some time the lard market has been rather weak and on the verge of a change. The change has definitely come this week and the price has dropped to 26½ cents for tierces. The price on other packings has dropped proportionately.

LARD—	
Tierces, 360 lbs.	0 26½
Tubs, 60 lbs.	0 27
Pails, 20 lbs.	0 27¼
Bricks	0 29

Shortening Declines

Montreal.

SHORTENING. — As might be expected as a natural sequence of the drop in the price of lard the price of shortening has fallen considerably. Shortening in tierces is now selling at 25¼ cents per pound. The other quotations have declined proportionately.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 25¼
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Lake Fish in Better Supply

Montreal.

FRESH FISH.—There is very little change in the fresh fish market this week except that fresh halibut is again on the market. Lake fish, such as trout, doree, white fish and pike are coming in more freely. Haddock and cod are also in good supply. Fresh salmon is rather scarce but there is no change in price.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 40
Halibust	....	0 25
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake trout	....	0 24
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 13
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 24

FROZEN FISH

Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Coboes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, Aug. 27—The produce and provision markets are holding fairly steady. Some beef cuts are quoted lower, also spring lamb is easier. Smoked hams and bacon are unchanged, although supplies are reported rather scarce. Long, clear bacon has advanced one cent per pound. The egg market is easier. Butter prices are holding steady. The cheese market is very quiet. Shortening and lard has shown another decline and tendency is that prices may go lower.

Beef Cuts Decline

Toronto.

FRESH MEATS.—Some fresh beef cuts are slightly easier. Hind quarters are quoted at 28 to 30 cents per pound. Front quarters are down two cents per. Spring lamb is also quoted two cents lower, bringing the price down to 26 to 30 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt...	26 00	27 00
Live, off cars, per cwt.....	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 50
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.....	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 55
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 31½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 23	0 27
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 23	0 28
Spring lamb, lb.	0 26	0 30
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Salt Bacon Up One Cent

Toronto.

PROVISIONS.—Smoked hams and bacon are unchanged but a slight falling off in the run of hogs has resulted in supplies being short. Long clear bacon has advanced one cent per pound, advancing the quotations to 27 and 28 cents per pound. Other quotations on provisions are unchanged.

Hams—		
Medium	....	0 47½
Large, 20 to 35 lbs., each lb...	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards ...	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Boiled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.....	0 46	0 48
Breakfast, fancy, per lb.....	0 49	0 53
Breakfast, special trim.....	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb...	....	0 41
Wiltshire, three-quarter cut....	....	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Fat backs, 10 to 12 lbs.	....	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	40 00
Short cut backs, bbl. 200 lbs.	....	54 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.

COOKED MEATS. — The market for cooked meats is ruling steady and prices are well maintained. There is a good demand noted for all lines.

Rolled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 16
Choice jellied ox tongue, lb.....	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Easier

Toronto.

EGGS.—Egg receipts have improved and the market is easier. Quotations are practically unchanged.

EGGS—		
Fresh, selects	0 64	0 66
Fresh	0 59	0 62
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

Butter Prices Hold

Toronto.

BUTTER.—The butter market is unchanged. Creamery butter is holding at 59 to 61 cents per pound. Choice dairy butter is in limited supply and quoted from 52 to 56 cents per pound.

BUTTER—		
Creamery, pints	0 59	0 61
Dairy prints, fresh, lb.	0 52	0 56

Cheese Market Quiet

Toronto.

CHEESE.—The cheese market is ruling quiet. Quotations for new cheese are from 29½ to 30 cents per pound. There is still some old cheese available at 33 to 34 cents per pound. New Stilton is quoted at 35 to 36 cents.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 29½	0 30
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Market Down

Toronto.

LARD. — The lard market continues to decline. Quotations are again lower this week. One pound prints are quoted at 27½ cents, and bulk on the tierce basis at 25½ cents per pound.

LARD—		
1-lb. prints	....	0 27½
Tierces, 400 lbs.	....	0 25½

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Again Declines

Toronto.

SHORTENING. — Another cent a pound decline has occurred in the shortening market, bringing the price down to 22½ to 23 cents per pound on the tierce basis. This decline is due to the [illegible]king of cotton seed oil by manufacturers in anticipation of large export business. This export business did not materialize with the result that the market has sagged.

SHORTENING—		
1-lb. prints	....	0 26
Tierces, 400 lbs.	0 22½	0 23

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Steady

Toronto.

MARGARINE. — There is a steady demand for margarine and quotations are unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fish Prices Maintained

Toronto.

FISH. — The fish market is ruling steady and quotations are holding firm. Fresh whitefish is in good demand at 18 to 19 cents per pound. Fresh trout is quoted at 19 to 20 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	..
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	0 12
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring...		0 30
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 50

Poultry Supplies Light

Toronto.

POULTRY.—Supp[illegible] of fresh poultry are rather light and the market is ruling steady at unchanged prices.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 40
Roosters	- 0 22	- 0 25
Fowl, over 5 lbs.	- 0 32	- 0 32
Fowl, 4 to 5 lbs. ...	- 0 29	- 0 29
Fowl, under 4 lbs. ...	- 0 27	- 0 27
Ducklings	- 0 25	- 0 35
Guinea hens, pair....	- 1 25	- 1 50
Spring chickens, live	- 0 35	- 0 40

Prices quoted to retail trade—

		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring	....	0 55
Ducklings	....	0 40

WINNIPEG MARKETS

WINNIPEG, Aug. 27—There has been practically no change in the produce and provision market this week. Creamery butter is firm with upward tendencies. Egg receipts are very light. Fresh whitefish is reported very scarce, while there is a good demand for fresh halibut, salmon and trout.

Hog Market Steady

Winnipeg.

FRESH MEATS.—There has been no change in the fresh meat market this week. Hogs remain steady. The demand is good.

HOGS—		
Selected, live, cwt.	....	20 00
Heavy, cwt.	....	17 00
Light, cwt.	....	18 00
Sows, cwt.	....	15 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Spare ribs, lb.	....	0 18½
Loins of pork, lb.	0 37½	0 41
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 29
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 15	0 22
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 20
Lambs—		
Choice, 30-45 lbs., lb.	0 28	0 30

No Change in Provisions

Winnipeg.

PROVISIONS.—There is no change in the market for provisions this week. Quotations are steady under a good demand.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Are Unchanged

Winnipeg.

COOKED MEATS.—Cooked meats are in active demand. Quotations are unchanged.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 67½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 19
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is very firm with upward tendencies. No change since our last report in connection with dairy butter.

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market is reported somewhat firmer this week and indications point to higher prices in the very near future.

Lard Market Steady

Winnipeg.

LARD.—Lard and shortening are fairly steady with no change since our last report.

Egg Receipts Are Light

Winnipeg.

EGGS.—Egg receipts continue light. Fresh farm eggs are being quoted at 65 cents per dozen. Fresh candled eggs are 60 cents per dozen.

White Fish Scarce

Toronto.

FISH—The fish market is ruling firm under a brisk demand. A scarcity of whitefish is noted. Fresh halibut has advanced to 22 cents per pound. Fresh salmon is quoted at 34 cents per pound and pickerel at 16 cents.

FRESH FISH

Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 16
Fresh Trout, per lb.	....	0 22

NEW ANGLES OF GROCERY ANALYSIS

(Continued from page 63)

—and abuse. We got to the point where merchants vied with each other to pile on useless, extravagant, costly service. In fact, "service" came dangerously near to losing its true meaning as completely as "cheap" had done.

Long before 1914 people everywhere were complaining. Merchants were put to it to know what could be done to stem the riot of extravagant business methods. Nobody knows what would have supervened if the Great War had not come; but there is no question that one by-product of the war of great value was drastic curtailment of useless service.

History has a way of repeating itself. It is on the way now. People are turning away from the labor and time-wasting scheme of limited and self-serve stores to those where fair, equitable, moderately well regulated service is given with merchandise. Willingly they pay the really small cost thereof.

How far over will the pendulum go? Probably to the full extreme of 1912. But the same, sensible merchant does not need to go all the way with it. Before 1914 certain ones among us had begun to put on the brakes and were profiting thereby without losing any trade worth while. Sane merchants, who know how to sit tight in the middle of the boat have, I believe, nothing to fear for the future or readjustment. Cash stores, price-committees and all that may come and go, but the solidly efficient merchant will go his way in security.

An interesting view of the lake front at Canadian National Exhibition, where speedboat trials and aeroplane exhibits provide plenty of interest.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"
Brand
Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

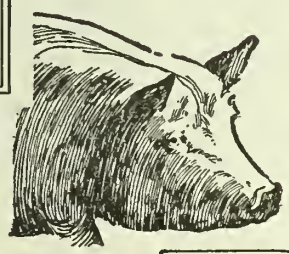
"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

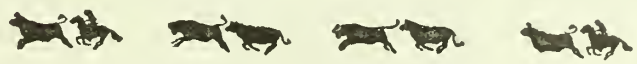
"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

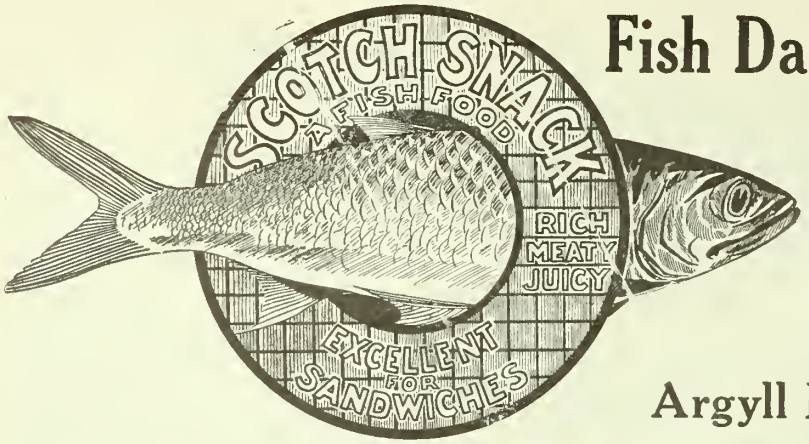
Drop us a postcard for current prices if our traveller is not calling regularly

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Montreal Hamilton







Fish Day Every Friday-Idea 9
Sell Scotch Snack

Your Customers who require Fish on Fridays will buy Scotch Snack. "It's a genuine Fish food." Recommend Scotch Snack to your customers for Sandwiches, Croquettes, Salads, Etc. Packed in Glass Jars. All sizes. Make sure your Stock is complete. Order from your wholesaler.

Argyll Bute, Reg. - Montreal

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
AN UNEQUALLED APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E.W. Jeffress, Limited
WALKERVILLE, ONT.

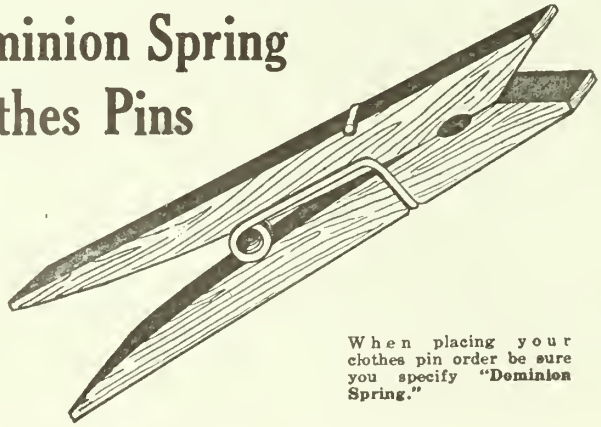
W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines.

The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

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"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

A small sample order will show you just what an excellent selling line they will make in your meat department.

For Continued Profits

Quality Satisfaction

Schneider's Sausages can be relied upon to be pure—something always appreciated and desired by the particular housewife regarding meat. This dependable quality is never forgotten by a discriminating purchaser. A complete stock always on hand will mean real and continued profits.

Try Schneider's Pure Meat Sausage!

J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.

THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a mapley taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

Frederick E. Robson & Co.

25 Front St. East - Toronto, Can

HEAD OFFICE:
7 MOORGATE ST.,
LONDON, ENGLAND

CABLE ADDRESS
DOBREE
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ESTABLISHED 17TH CENTURY

SAMUEL DOBREE & SONS

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

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HALIFAX - Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum. 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.
CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario
Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per Jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal
KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30
Culinary Starch	
4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 15½
(20-lb. boxes ¼c higher, except potato flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45

Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Ave. TORONTO

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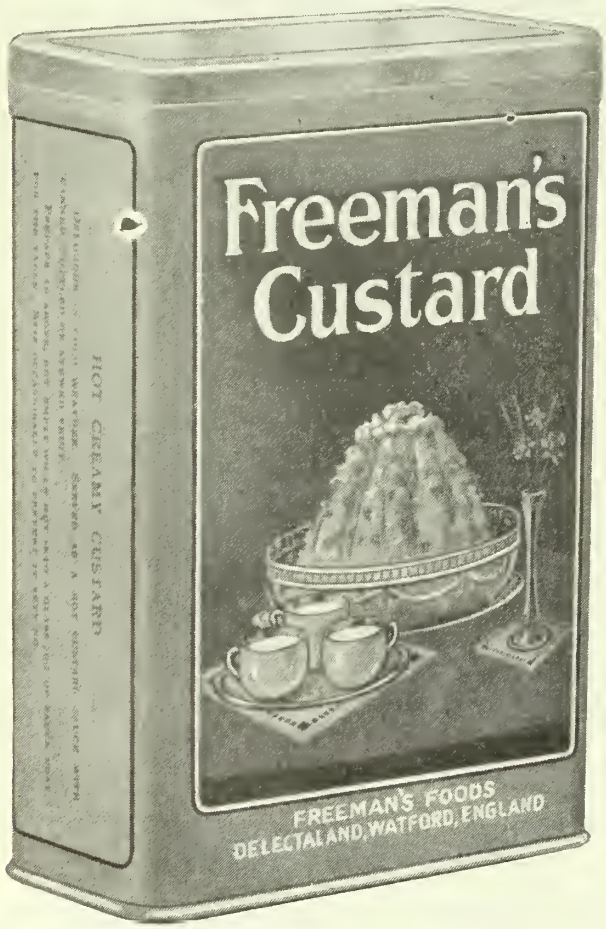
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England



10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATIN	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 2(
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montrea	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

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OF ALL VARIETIES OF

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Best Varieties of

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LIMITED
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The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

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HAMILTON AND WINNIPEG

A
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Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

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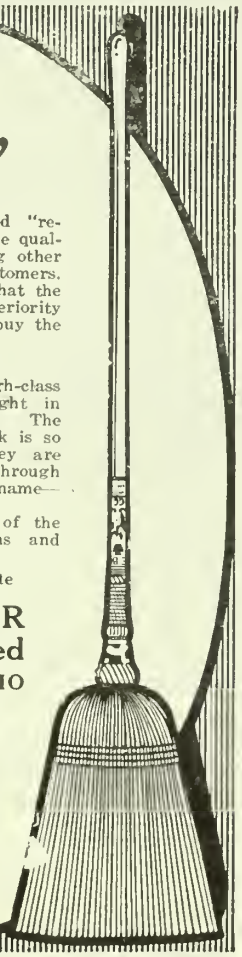
are the best "repeaters" among high-class brooms in Canada. They are light in weight, attractive in appearance. The carefully selected and trimmed stock is so securely bound that wherever they are sold, women who seek "economy through quality" ask for these brooms by name—for they wear.

The Nugget Broom is just one of the famous Keystone Brand of brooms and brushes manufactured in Canada.

For particulars and prices, write

STEVENS-HEPNER COMPANY, Limited
PORT ELGIN, ONTARIO

KEYSTONE BRAND



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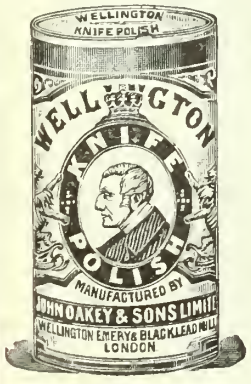
OWEN SOUND - - ONTARIO



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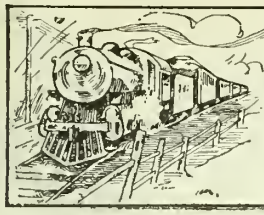

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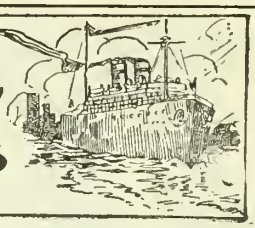
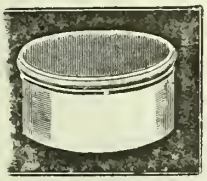
Latest Editorial Market News





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as Food Protectors are needed in every home.
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the dustless sweeping compound.
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Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
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Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made
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Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
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7-8 Railway Approach,
London Bridge, S.E. 1, England

DOMINION GLASS TO RE-OPEN CLOSED PLANT

The Dominion Glass Co., Ltd., Montreal, will re-open its Delorimier Ave. plant early in September, according to an announcement made to Canadian Grocer by M. M. Yuile, sales manager of the company. "This plant has been closed for about five years," said Mr. Yuile, "and we expect to start operations there again in September."

"We have also greatly increased our capacity at Redcliffe, Alberta, doubling our output there, and the capacity of our Toronto plant has been increased."

Asked as to the outlook for the fall trade in these lines, Mr. Yuile stated that he believed there would be a good trade in general lines. "We have been overtaking orders lately and look for greater improvement," he commented.

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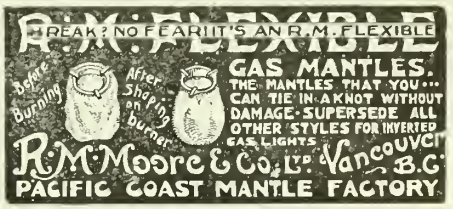
LONDON, ONT.
Phone 1577


R.M. FLEXIBLE
BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARI

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

To get business you must go after it. Others do it through this section —why not YOU?

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

OPPORTUNITIES!

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

The Dates of the

Canadian National Exhibition

Toronto

are **Aug. 28 to Sept. 11**

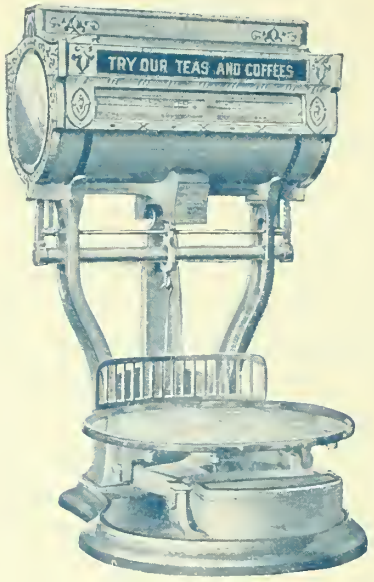
WE extend a cordial invitation to you and your customers to visit our booths in the Dairy and Manufacturers' Building during this time.

The attendants will be pleased to explain anything about displays in which you are particularly interested and you will be presented with a handy pocket calendar as a souvenir of your visit.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

Dealers interested in visiting our Plant are cordially invited to do so while attending the Exhibition.



See This Scale

On Display

Industrial Building No. 2

Canadian National Exhibition

Your visit to the Canadian National Exhibition will enable you to see this Dayton Computing Scale and have its advantages demonstrated to you.

Our exhibit, in Industrial Building No. 2, will give you an opportunity to examine the complete line of the largest manufacturer of computing scales in the world.

In this complete line, you will be sure to find the one particularly suited to your needs.

A cordial reception awaits you and the men in charge will be glad to answer any questions you may wish to ask about

Dayton Computing Scales

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

BRITISH COLUMBIA NUMBER

CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1920 No. 36

48 x ½-lb. net tins.

Ask for

PINK ROSE

BRAND

CANNED SALMON

and Avoid Disappointment

Infinite Care

In selecting the freshest and firmest prime Salmon, and canning them on the fishing grounds the day they are caught, are reasons for the large distribution of Salmon under the "HALL" labels.

Neither we nor the Salmon can change the quality of nature's delicacies. We can only make certain that this is retained without deterioration--that when you buy "HALL" brands of Salmon you are picking absolutely the best from the choicest fishing streams of the Pacific Coast.

The PICK of the PINK SALMON

96 x ½-lb. net tins

For Your Approval

DISTRIBUTED BY

HARRY HALL & CO.

LIMITED

VANCOUVER CANADA SAN FRANCISCO U.S.A.

"Six Sales Quick"

is the way one dealer speaks of a good idea for speeding up Aladdin Dye Soap sales.

When a customer asks for a cake of Aladdin Dye Soap and commences turning the Aladdin Revolving Display Stand, with its well-displayed assortment of 18 colors, this dealer suggests that the customer select two or three colors and keep a few extra cakes of Aladdin Dye Soap always on hand.

Especially on Wash Day when, with the water handy, it is but the work of a minute to wash a new color into a faded fabric.

This dealer says he usually sells three and often six cakes of Aladdin without extra time spent on the sale. And a customer will repeat the process when in need of Aladdin Dye Soap again. Because Aladdin is so simple to use and has such beautiful colors, a trial makes a steady user.

Six sales, quick, six times the profit, and in the same time usually spent in making one sale. This is a feature that is winning a warm welcome for Aladdin among progressive dealers.

Order one gross of Aladdin Dye Soap now and get the handsome revolving display stand free. It's an attractive ornament for your counter; a sales-maker and a profit-builder.

Channell Chemical Company, Limited, Toronto

Makers of O-Cedar Products — Distributors of Aladdin Dye Soaps

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Don't forget to visit *Bordens* Exhibit at the Toronto Fair

Grocers attending the Canadian National Exhibition should not fail to see the interesting **BORDEN MILK PRODUCTS** Exhibit in the Manufacturers' Bldg. Come and pay us a little visit before you leave the grounds. We'd like to meet you and get better acquainted.

Borden's Products—
Eagle Brand Milk
St. Charles Milk

The Borden Co., Limited
"Leaders of Quality"
MONTREAL

Reindeer Coffee
Reindeer Cocoa
Malted Milk

CLARK'S Tomato Ketchup

This season's pack is now in full swing and we are accepting orders for early fall delivery.

Indications are that the output will be again oversold and we would strongly advise our numerous patrons to place their orders early.

Your jobber will gladly furnish you with our offer or we will give you any necessary information direct.

CLARK'S TOMATO KETCHUP
Is Made in Canada — By Canadians, and Is
THE BEST MADE IN CANADA

W. CLARK, LIMITED - MONTREAL

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

FLAKE ALBUMEN	**SPRAY YOLK**
SPRAY ALBUMEN	**WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

J. ARON & COMPANY, Inc.
NEW YORK

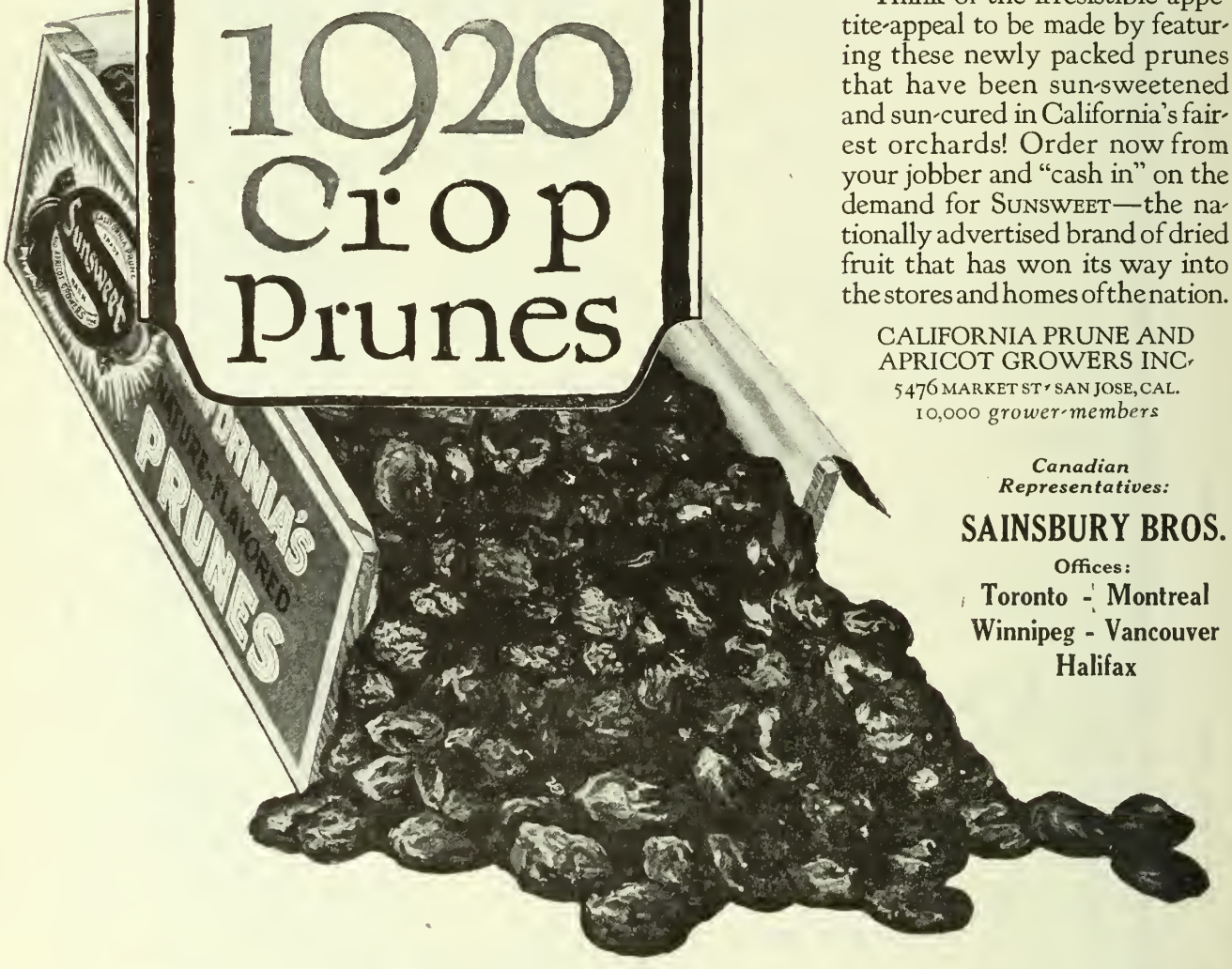
We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

NOW is the time to feature 1920 Crop Prunes



WHY not be first in your town [or neighborhood] to feature new crop SUNSWEET Prunes? September is the first month in which shipments of SUNSWEET Prunes are made each year. Car after car of these fine, full-flavored prunes are being sent out every day from the packing houses operated by this Association in every prune-growing district of California.

Think of the irresistible appetite-appeal to be made by featuring these newly packed prunes that have been sun-sweetened and sun-cured in California's fairest orchards! Order now from your jobber and "cash in" on the demand for SUNSWEET—the nationally advertised brand of dried fruit that has won its way into the stores and homes of the nation.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
5476 MARKET ST. SAN JOSE, CAL.
10,000 *grower-members*

Canadian Representatives:

SAINSBURY BROS.

Offices:
Toronto - Montreal
Winnipeg - Vancouver
Halifax

SUNSWEET

CALIFORNIA'S NATURE-FLAVORED PRUNES

This is How to

Make 348% a Year

On Capital Invested in

Oranges and Lemons

HUNDREDS of successful retail merchants throughout the country have had this experience. They follow a simple plan which makes 348% a year on capital invested in oranges and lemons.

The plan is this: Determine by actual test the maximum quantity of oranges and lemons you can sell in six working days. Then buy only what you can sell out—*clean*—at least once a week. Don't buy at any time more than one normal week's supply, unless you put on a special sale. Thus your stock will always be fresh and attractive.

Then price your stock on the basis of 25% on *sales*. This is equivalent to adding 33⅓% to your invoice cost. The average figure for operating expense is 16⅔%; 3⅓% is a liberal allowance for shrinkage, especially for oranges and lemons which are the least perishable of fruits. This allows 5% absolutely net profit on sales each week.

But 5% on sales each week, on a weekly turnover basis, is more than 348% on invested capital a year.

Assure yourself of at least 52 turnovers—always figuring to get that weekly 5% net on sales. Remember it is turnover, not leftovers that mean profits to you.

The Magnet That Draws Trade

Take Advantage of Nature's Advertising Colors

Nature has given to oranges and lemons wonderful advertising colors. The most successful merchants take full advantage of these attractive colors, and make impelling displays with *least work and trouble.*

Many stores have found that where oranges and lemons are displayed in masses, they are the most effective business bringers that they have ever used.

Learn How We Help—

We send highly colored display material free to retailers who request it. Mail the coupon for an interesting new book about fruit displays and our "Display Material Option List" which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers

Dealer Service Dept.,

Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... State.....

HOTEL (10 Pounds)
HOUSEHOLD (1 Pound)
SMALL (½ Pound)

—*Stock them All*

The big 10-pound tin is the family size. The size that all regular users prefer, because of the larger quantity it contains and the saving in price.

The pound tin for household use and for a two-or-three day outing in camp or on a motor trip.

The half pound tin as a trial package or for the afternoon picnic or short camping trip.

There is a constant sale for Klim in all three sizes. Klim advertising in magazines and newspapers reaches hundreds of thousands of readers, many of whom are your customers. Identify your store with Klim advertising by keeping a display of the attractive blue-and-white striped tins in your window, on the counter, or on the lower display shelves.

Include each size in your next order to your wholesale house.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., Toronto.

81 Prince William St., ST. JOHN.

319 Craig St. W., MONTREAL

132 James Ave. E., WINNIPEG.

B.C. Distributors: Kirkland & Rose, 132 Water St., Vancouver, B.C.

CHARMS

The Original Fruit Tablet in Package Form

Recognized throughout Canada as the most popular fruit candies—the sale of Charms is surpassing all expectations.

Dealers all over the Dominion have been featuring Charms with a profitable success. Surely, Charms can do the same for you.

Charms extensive advertising campaign in Canada is creating the demand.

Now is the time to see that your stock is sufficient to meet this increased demand.

Place your order now for a complete assortment of the eleven luscious flavors.

ELEVEN LUSCIOUS FLAVORS

LEMON
LIME
ORANGE
CLOVE
BUTTER
PEACH
GRAPE
WILD CHERRY
RASPBERRY
HOREHOUND
ASSORTED

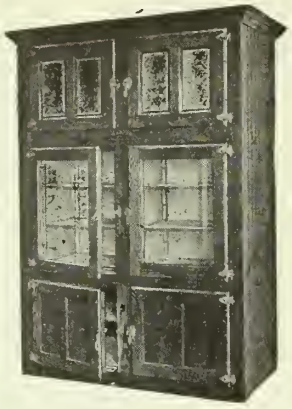
CHARMS COMPANY, Limited

36 St. Paul Street East MONTREAL, CANADA

EUREKA

If you want to get the most efficient means of refrigeration on the market

ORDER A EUREKA REFRIGERATOR.



You cannot afford to let your goods spoil through inefficient methods.

The Eureka Grocer Refrigerator, in all models, will prevent this waste or spoilage. That is our guarantee.

Now is the time to order, as we have a full line in stock for immediate shipment.

Write us to-day for illustrated Catalog.

Eureka Refrigerator Co., Limited

Head Office and Factories: Owen Sound

Branches: Toronto, Hamilton, Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd, Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouve

Why You Should Feature KING GEORGE'S NAVY

Makes Friends of the Particular

The more critical a man is the better he'll like the delicious palatability of *King George's Navy Chewing Tobacco.*

Grocers should constantly feature this line.

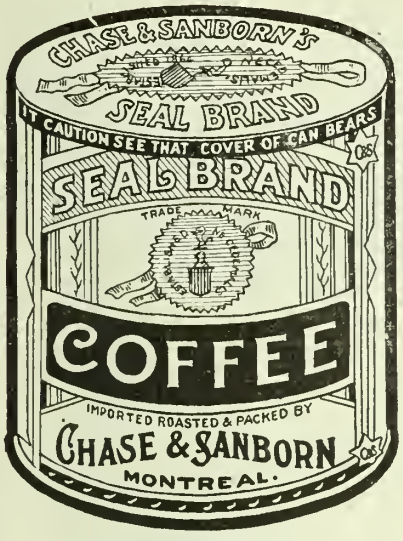
It puts the requisite punch into tobacco selling.

And the profits make a daily display advisable.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

There are two profits on every sale of



Chase & Sanborn's Coffees

One in Cash and the other in Reputation

CHASE & SANBORN
MONTREAL

Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.

In matches alone there are some 30 to 40 different brands of Eddy's—a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.

A daily display of these Eddy lines will prove worth while. Try it.

The E. B. Eddy Co., Limited
HULL, CANADA

Black
Tan
Toney Red
Dark Brown
White

That
NUGGET
Smile

Thank You

The generous manner in which the trade have supported us has been extremely gratifying. The tangible expressions of good-will have enabled us to build a business with a reputation throughout the Dominion for value and service for which we feel we have just cause to be proud.

Having reached a point where expansion was absolutely necessary and in order to better enable us to continue the high standard of quality and service, which it is our endeavor to give at all times, we have moved to larger and better quarters.

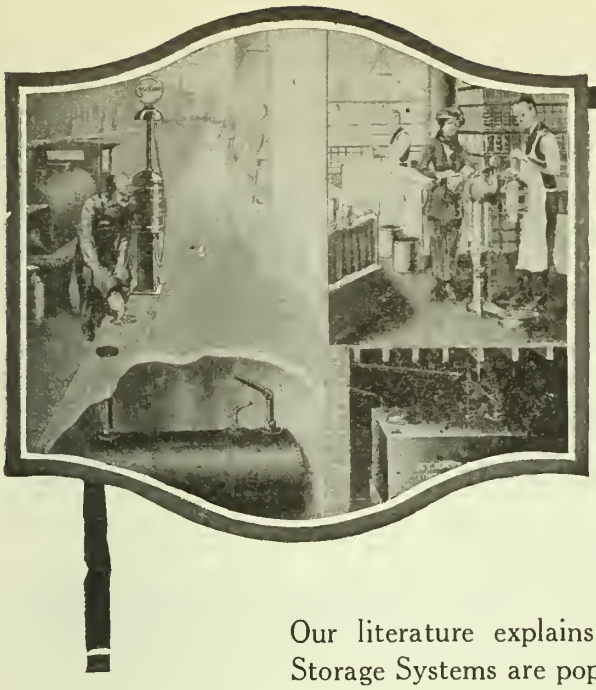
After September 1st, 1920
our new address will be

215-217-219 VICTORIA STREET
TORONTO

Telephone Adelaide 2657

The Nugget Polish Co., Limited

TORONTO - CANADA



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Officesse in all Centr

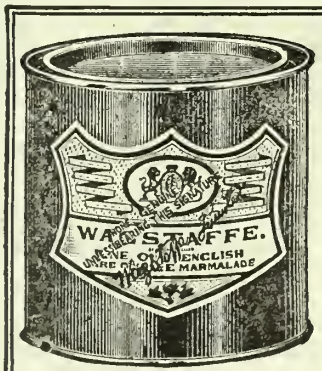
When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



WAGSTAFFE'S

Pure Strawberry Jam

Pure Raspberry Jam

Made from Fruit and Granulated Sugar Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Squirrel Brand PEANUT BUTTER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three cornerstones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

THOMPSON'S SEALED SALTED PEANUTS

Packed in
Sanitary-Airtight-Drums

Thompson's name on the label stands for the highest grade of Spanish Peanuts. The Spanish variety is the finest flavored peanut in the world.

THE SMALL NUT FULL OF RICH CREAMY FLAVOR FRESH—CRISP—TASTY

Packed in 5 and 10c packages, 20 packages to the carton, 36 cartons to the case.

'NIFTY' Brand Blanched Jumbo Peanuts

in 5 lb. and 10 lb. Tins

EACH TIN IN AN INDIVIDUAL FIBRE BOARD CONTAINER—READY TO RE-SHIP.

PACKED IN CANADA BY

A. E. THOMPSON

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G. B. THOMPSON & CO., Western Distributers, Winnipeg

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Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
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45 Front St. East, TORONTO.

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We can give you efficient representation in the Windsor district.
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KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

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TORONTO
Established 1885
SUGARS FRUITS

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
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Donald H. Bain Co. Winnipeg

OCEAN BLUE

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Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

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The Gray Building, 24 and 26 Wellington St. W., Toronto

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Commission Merchants
Grocers' Specialties
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Importateurs & Exportateurs | Importers & Exporters
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Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
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CAR PURE MAPLE SUGAR FOR SALE
Write or wire for quotations. Also dealers in PEAS, BEANS, MAPLE SYRUP
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

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ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. Al references. Write.
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Manufacturers Agent and Grocery Broker,
Sydney, N. S.

K. Smith
Broker and Commission Merchant
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MONTREAL

MANUFACTURERS
We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

CAPE BRETON & NEWFOUNDLAND
WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.
Sydney, N.S. **NORMAN & GREEN** St. John's, Nfld.

When Writing to Advertisers Kindly Mention this Paper

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's
COFFEE
ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal

BAGS
AND COTTON LINERS

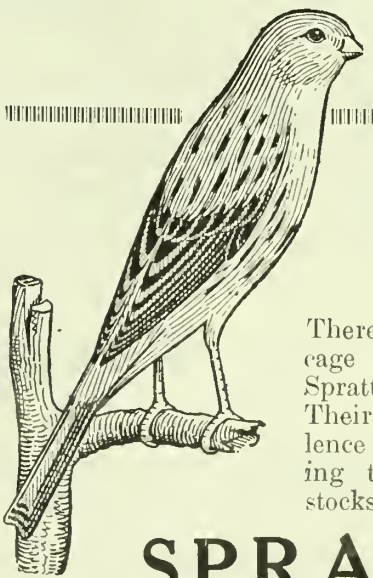
The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E. PULLAN

6 Maud Street, Toronto



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS
Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 199 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

Important London Industries

Full Strength

Softens Water *Cuts Grease*

MPORTANT in London's industrial life.
MPORTANT in the life of your store.
MPORTANT in the profit-pulling side of your business.
MPORTANT in that it never fails to satisfy your customers.

Because....

"Snowflake" Ammonia is the full strength Ammonia and is advertised from coast to coast. A REAL SELLER.

Visit our booth at the London Fair and find out just how we are helping you sell this incomparable Full Strength Ammonia Powder.

S. F. LAWRASON & CO.
LONDON, CANADA

Important London Industries

GROCERS who are attending the Western Fair are cordially invited to come and inspect our factory, the finest and most sanitary food factory on the continent.

You will see for yourself the high quality of ingredients used to attain the flavor that is always different.

You will understand why so many customers insist upon the original London-made Kellogg's.

One block east of the Fair Grounds on Dundas Street.

The Battle Creek Toasted Corn Flake Co., Ltd.

London - - Ontario

Wholesale Grocers

CURRANTS

Selling our Currants you multiply your connections.
The Guaranteed sound, free from rain-damage, clean and sweetest **"Philippou Currants"** give you the greatest profit and ensure the greatest degree of satisfaction to your customers.
Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, PATRAS, GREECE

Active agents are wanted to all markets of Canada

An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actully shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked — and this was a fatal lack — was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it — to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

— Editorial, "Printers Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver
Boston New York Chicago
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal	Canadian Grocer	Bookseller and Stationer
Sanitary Engineer	Dry Goods Review	Druggists' Weekly
	Men's Wear Review	

There are so many and varying statements made by Tea-dealers that the average buyer is at a loss to know what is correct, but he does know that TEA DOES NOT IMPROVE BY HOLDING; he does know that the real brisk, full, rich flavour that the public so much appreciate, can only be obtained by using the best obtainable of each grade of tea, blending, despatching and getting the same to the public as quickly as possible—and that in metal packets.

Even if the market was likely to advance, unless the rise is inclined to be very great, *it does not pay to hold tea.* Deterioration, loss of interest, etc., adds so greatly to the cost.

Montreal **"SALADA"** Toronto

Is FLOUR on your next Order List?

If so it will pay you to get Brodie's XXX Self-Raising Flour. A well-known flour such as Brodie's will be easy to sell because an article with a good reputation greatly assists in profitable selling. Just try it and be convinced.

Brodie & Harvie, Limited

Bleury St., MONTREAL

Ontario Representatives:
Chadwick & Co., Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Vin Tonic

Sanator

a genuine Tonic for

Invalids

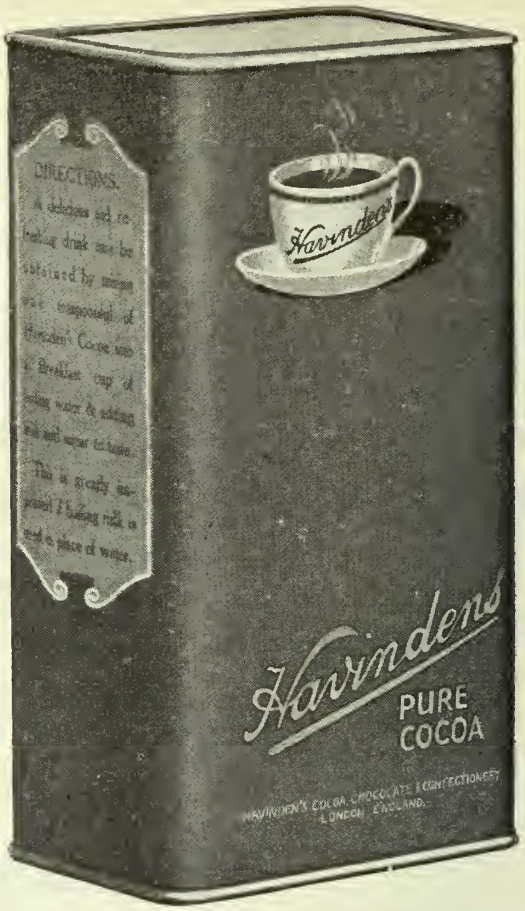
Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square

MONTREAL



King Oscar

Brand

Sardines

The Luncheon *for* Busy Days

Mention KING OSCAR Sardines these warm days—they will prove a real treat. Adaptable to a variety of easily prepared dishes.

Customer satisfaction will mean business for you.

Your wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening

Hamilton Ontario

N. B.

Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Tastes Better—Goes Farther

Two good reasons for recommending Red Rose Tea to your customers—first, **flavor;** second, **strength.**

The first is an irresistible argument in favor of Red Rose to customers who have already tried it. The second suggests an economy which will prompt others to try it. Red Rose holds business; Red Rose builds business.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton,
St. John's, Nfld., and Portland, Maine

Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

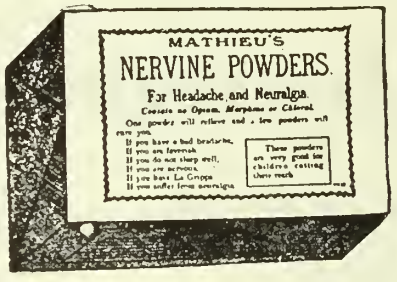
There is Real Satisfaction in Selling the Best Products

Colman's D.S.F. Mustard
Keen's D.S.F. Mustard
are the best the world can produce.

Your customers all want these brands.

See that your wholesaler keeps you well supplied.

Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto



The Effectiveness is Apparent

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" are both excellent. Old customers know and new customers will soon learn of their real effectiveness—this will mean profit to you.

Our "Syrup of Tar" is good for colds and all such ailments and the "Nervine Powders" are a great Remedy for Neuralgia, La Grippe, Headaches, etc.

Place your order to-day.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

CANADIAN GROCER

VOL. XXXIV TORONTO, SEPTEMBER 3, 1920 No. 36

London a Distributing Centre of Importance—the Home of Many Manufacturers of Foodstuffs

London, Ont.—Dundas Street looking east from Richmond Street.

LONDON, Ontario, is known as the Forest City. People living in the larger places east of London have been wont to refer to it as the "big country town that is still in the woods." When London first became known as the Forest City the expression was most apt, for in those early days, in the time of Governor Simcoe, and later in the fifties, when the town had become a city, Middlesex was one large area of bush land. In 1856 London was made a city and had a population of 10,000. To-day there are 65,000 people and the city has merged into a manufacturing and distributing centre of considerable importance. It is a city admirably situated to handle inland trade expeditiously. London is an important railway centre; no less than seventy-one passenger and one hundred and eighty freight trains arrive and depart daily.

The Grand Trunk and Canadian Pacific Railways' main lines pass through the city, and have connections at this point with the Wabash, Pere Marquette and the Michigan Central Railway. The St. Mary's and Stratford and the London, Huron and Bruce are also connected. The city owns its own electric railway, which is the route to London's harbor on Lake Erie—Port Stanley. This railway practically places London on the lake, which gives direct connection with

lake steamers to the United States and the Canadian lake ports.

A Centre for Foodstuff Plants

Many of the large food manufacturing plants are located in London. Two of the largest biscuit plants are situated there. They distribute their products all over the Dominion and to practically all points in the British Empire. A large breakfast food plant, and several cereal and flour mills are located in London, also two canning factories, two coffee and spice mills and one chewing gum plant. One of the largest olive packing plants in Canada is located in London, whose goods are to be found in almost every town in the Dominion. A cold storage plant that excels those of many of the larger cities, several broom and brush manufacturing plants, as well as important ammonia powder and soap factories contribute to the industrial life of the Forest City. London is also midway between the Niagara and the Leamington fruit districts and also in the heart of the finest potato growing district in Ontario, is a real centre for the distribution of the products of the farms and gardens of Western Ontario. Many train loads of apples and potatoes are collected in the vicinity of London and shipped to points throughout Canada. Besides the wholesales there are several foodstuffs brokerage firms handling merchandise that is in demand everywhere. Every Monday morning there is seen a stream of travelling men wending their way to the railway depots on the way to various parts of Ontario. It is estimated that 650 representatives of wholesalers and manufacturers leave London every week. Of this number, probably 3000 represent foodstuffs.

Old-established Retail Stores

There are about three hundred retail stores in London selling groceries. Many of these are

An interesting view on the grounds of the Western Fair, London, Ont., near the main building.

the second largest cigar manufacturing city in Canada, having twenty-one cigar factories. Besides these, there are manufacturers of store fixtures. Being the centre of so many plants that manufacture goods of interest to the grocer, it is natural the merchant, when visiting London, should pay a visit to these plants to get acquainted with the processes of manufacture and to keep in touch with the changes that take place from time to time.

A Wholesale Distributing Point

London is the central wholesale distributing point of foodstuffs in Western Ontario. There are six wholesale grocery houses, some having been established for half a century, whose representatives cover the Western Ontario peninsula from Toronto to Windsor. The annual turnover of these wholesale houses is around $4,000,000. London being situated in the downtown section and the others are scattered throughout the residential districts. Some of these stores were established in their present locations by the present owners many years ago, when the method of conducting a retail store was vastly different from to-day. A. McCormick & Sons were one of the pioneer grocers, also Scrandrett Bros., whose business has been on practically the same stand since 1878. T. A. Rowat & Co., who enjoy a very exclusive business, first opened their doors to the public on August 26, 1887, just a few doors west from their present location. Harley & Son are also among the earlier grocers, having been in business for thirty years or more. These merchants have built up a large business by hard work and using aggressive methods. The retail grocery stores of London are well worth a visit from merchants while attending the Western Fair.

London Grocers Hold Pure Food Show

Western Fair at London, Ont., the Second Largest in Western Ontario—Retail Grocers' Association Conducts a Pure Food Show of One Hundred Exhibits.

THE Western Fair at London, Ontario, is recognized as the second largest fall exhibition in Canada. It is noted throughout the Dominion and also the United States as being the centre of the great live stock and agricultural interests of Western Ontario. The exhibition about to be opened has attracted hundreds of exhibitors from all over Canada, representing every known industry, live stock and agriculture. So many applications for space have been received, that many had to be refused on account of lack of space and accommodation. London being situated in the heart of the finest farming districts in Canada, places the Western Fair in close competition with the Canadian National Exhibition in exhibits of fruit, vegetables, honey and dairy products. The dairy displays are among the first in point of excellence. Fruit and vegetables are displayed in abundance. The exhibit of butter and cheese is always good, many entries coming from the Northwest. In the vicinity of London are to be found a great number of apiaries and the exhibits of honey are a source of much interest to the visitors.

A view of the exterior of the Retail Grocers' Pure Food Show at the Western Fair, London, Ont.

The Pure Food Show

The London Retail Grocers' Association conduct a Pure Food Show in connection with the Western Fair. This show occupies a complete building by itself and has sufficient space to accommodate about one hundred exhibits. The Grocers' Association have spared no work to make this exhibit a pleasure to the visitor, and it is easily the best attraction on the grounds, the building being crowded from early morning until night. This exhibit, like many others, is cramped for room and the grocers have been compelled to refuse applicants for space on account of the lack of accommodation. Nearly every line of foodstuff is represented, jams, flour, peanut butter, biscuits, canned goods, package tea, coffee, etc. The freedom with which the exhibitors dispense samples and tasters to the visitors, is always a source of delight to both old and young who throng the building. Although the Pure Food Show is run in the interests of the London Retail Grocers' Association, full credit must be given to H. P. Ranahan and H. Harley, the hard working president and secretary, who have practically done all the engineering of the show.

Committee Will Meet Exhibition Directors Re Food Building

Exhibition Grounds, Toronto, September 1.—(Special).—A large number of manufacturers and manufacturers' representatives met this afternoon in the Administration Building to discuss the proposal for the erection of a new pure food building on the grounds of the Canadian National Exhibition. As pointed out in previous issues of Canadian Grocer many of the exhibiting manufacturers of foods feel that they are not securing sufficient accommodation in the Manufacturers' Building and in the Manufacturers' Annex under the grand stand and have been urging upon the Exhibition authorities the erection of the new building. The Exhibition people are interested in the matter providing a sufficient number of manufacturers will agree to take space for a definite term of years.

The subject was discussed freely by the firms represented and a committee was appointed to draft a resolution to present to officials of the Canadian National Exhibition.

H. N. Cowan, president of the Cowan Co., Ltd.. Toronto, acted as chairman, B. T. Huston acted as secretary pro tem.

It was decided to approach the exhibition directors in the next few days to urge the erection of an exclusive building erected on the grounds for the showing of foodstuffs.

The following constitute the committee: H. N. Cowan, George Hortop, representative the Borden Co., and other firms; H. C. Scully, Christie Brown Co.; Jos. Ruddy, Canada Starch Co.; W. G. Patrick, W. G. Patrick & Co.; Charles Miller, Red Rose Co., and B. T. Huston, manager Canadian Grocer.

Another meeting will be held on Wednesday of next week, September 8th, at 3 o'clock in the same building to receive report of the committee and to make further plans in connection with an organization of the food stuff exhibi-

Efficient Salesmanship a Prime Factor

Scandrett Bros., London, Ont., believe in having plenty of clerks in order that customers may be given the greatest possible attention in the selection of their orders. Must have time to introduce new lines.

By Staff Correspondent

"THE best way to get a new line or any article for that matter to the public, is by clerks selling it over the counter," remarked J. W. Scandrett, of Scandrett Bros., London, Ont. "A clerk cannot do this if customers are lined up waiting for him to serve them. All he has time to do is to get the articles called for and he has no time to suggest anything else. If he is expected to introduce new lines and to make extra sales, he must have time to do it. These sales cannot be made if the staff is smaller than the business warrants. We always have plenty of clerks, so that every customer gets all the attention that is required to take her order carefully, and to sell and show more goods than the customer intended to buy." It is to salesmanship of this kind that Mr. Scandrett attributed his increase in sales of coffee. In 1918 this firm sold 8,321 pounds of coffee, and in 1919 their sales were 10,687 pounds, an increase of 2,366 pounds in the one year. This year the firm estimates that the increase will easily be an equal amount over last year's sales. "Every clerk is put on his selling mettle and his salary is increased according to the amount of sales made," continued Mr. Scandrett. "Each clerk initials his sales slip whether it is cash or credit and a separate record for each clerk is kept, so that we know just what each one is doing. The head salesmen do not fill the orders they sell. They are passed on to the order clerks. One person is in charge of the order department. He carefully checks up each order before being passed on for the clerks to fill. In this way we have cut down errors, such as wrong prices and errors in addition, to a minimum."

A Long Time Established

Scandrett Bros.' business was established in 1878 by the present owners' father, and was taken over by them in 1892. At that time and until two years ago, a jobbing business of considerable proportion was operated in connection with the retail trade. It required 12 delivery wagons and 25 horses to handle the business. When the wholesale part of the business was discontinued the horses and wagons were disposed of and four motor trucks purchased, which are now required to handle the retail business.

Scandrett Bros. believe in efficiency in their employees, and do everything possible to educate them along that line, by careful instructions and placing them in the department where they are most adapted. "The most valuable man in the store is the one we call our special man," said Mr. Scandrett. "This man is really an extra man, and is trained to take any place in the store. He can sell goods, put up orders, go to market, check goods in and out, dress windows or take any of the other numerous duties around the store. If a clerk is sick or away for any other purpose, this man fills his place and the work goes along smoothly."

Every clerk in the Scandrett store is put on his selling mettle, and his salary is increased according to the amount of sales made. Each clerk initials his sales slip, whether it is cash or credit, and a separate record for each clerk is kept, so that we know just what each one is doing. The head salesmen do not fill the orders they sell. They are passed on to the order clerks. One person is in charge of the order department. He carefully checks up each order, before it is passed on for the clerks to fill. In this way they have cut down errors, such as wrong prices, and errors in addition to a minimum.

Recently a window display of a high-grade sauce in the Scandrett store resulted in big sales, and since the display people are continuing to ask for it. The windows in this store are always dressed as simply as possible. It is not deemed a wise policy to place too many articles in a window at one time. Let the public be impressed with one line at a time, is the Scandrett idea.

Window Displays Sell Goods

The windows of Scandrett Bros.' store are always tastefully dressed, and have been the means of creating a lot of extra business. Their method is to trim the windows with one line or relative lines. "You cannot expect a window display that is all jumbled up with a variety of goods to have any effect upon the passing public," stated Spencer Wilson, the manager. "Change the windows often and put in just one or two lines and they will sell goods every time."

Recently they put in a window display of a high grade sauce with the result that six dozen were sold during the week that the display was in the window, and people continue to ask for it, remembering that they had seen the goods on display in the window. This shows the importance of the windows as a selling medium. It is not always the amount that is sold at the time the display is on. It is the impression that it leaves upon the public. Scandrett Bros. have made a study of this point and dress the windows as simply as possible. The majority of people upon the streets are usually in a hurry, and it is far easier for them to assimilate on thing at a glance than it is a dozen or more. This is the one idea that Scandrett Bros. have when dressing the windows, to give the passers-by one thing at a time but to give it frequently.

Believes in Show Cards

Near the front entrance and extending down one side of Scandrett Bros.' store is a display of vegetables and fruits all nicely arranged with a price ticket attached. These price tickets are a feature in this store, especially on the fresh vegetables and fruits. "Price cards will make as many extra sales as an extra salesman," said Spencer Wilson. "People like to know the price, and if they see it without asking, it pleases them better."

Sales of coffee in the Scandrett store last year totalled 10,687 pounds, an increase over the preceding twelve months of 2,366 pounds — success of coffees attributed to concentrated selling effort.

Montreal Grocer is Claimant for a Large Fortune

Montreal.—Hyman Horosvitz, 1371 St. Urbain street, grocer, claims to be the heir to a $43,000,000 estate now in the hands of the United States Government, the heirs to which, it is said, have been advertised for for a number of years.

The estate, it is claimed, was left by Mr. Horosvitz' father's uncle. The story as told to Mr. Jacobs is: When a small boy Mr. Horosvitz left Austria to come to Canada. Previous to his leaving Austria he had been told by his father of his uncle who had been in love with a beautiful girl in Austria and of the uncle's subsequent disappointment in the love affair. After being in the United States for a few years, according to the story, he entered the Catholic church, finally becoming a bishop and going to California.

At the present time the claimant of this $43,000,000 estate keeps a small butcher shop at the corner of Duluth and St. Urbain streets. Investigation is now under way on behalf of Mr. Horosvitz and it is anticipated in the near future that the case will be taken to the United States Courts in order that proof in the matter and a claim to the fabulous sum may be laid.

Little Buying of Sugar at Present Time

Decline of Two Dollars Per Hundred in Sugar Quotations Was Unlooked for in the Trade in View of Refiners' Guarantee of Prices—How Robt. Anderson, Montreal, Sums Up the Situation.

SINCE the last issue of Canadian Grocer sugar has declined $2 per hundred, bringing the price down to $22 basis, Montreal. The majority of those in the trade were hardly looking for this decline at the present time, in view of the fact that the refiners had guaranteed prices to wholesalers and manufacturers until October 1st, and also that refiners had stated that they still had large quantities of raw material bought at the high figure. The Board of Commerce, who met the sugar refiners last Thursday, is taking the credit for this decline, but whether this is a fact, refiners' representatives refuse to say. In so far as the guarantee of prices is concerned, refiners' representatives in Toronto stated to Canadian Grocer that they were to live up to their agreement and re-imburse any wholesaler or manufacturer who bought sugar from them at the high price, after the guarantee went into effect.

Little Movement of Sugar

There is practically no movement whatever in sugar from the refineries and both wholesalers and retailers report the demand to be very light. Apparently the public is fairly well supplied. Some re-sales have been made at prices below the market quotations, but even these are few compared with the amount that should be moving at this season. One wholesaler stated that he had several hundred bags of granulated sugar that he was offering at $21, and about 500 bags of yellow that he was ready to sell at considerably lower than the market price. So far he has not received an offer. This then is the present situation. Everyone who has sugar is anxious to sell, whereas a few months ago everyone was buying. Wholesalers and refiners generally are of the opinion that it will take from four to six weeks to clear up the available second-hand supplies and by that time the heavy season for sugar will be past.

This is the same condition that has brought the sharp break in the United States market. Refined sugar is quoted across the border by the refiners on a basis of 17 cents, although at the same time, sugar has been selling from day to day from second-hands at varying prices from 14½ cents to 16½ cents.

No Government Experts

Robert Anderson, sugar broker in Montreal, in writing to the "Gazette" in that city, re the sugar situation, has the following to say:

"The Gazette would, I believe, do a better service to the community if it ignored such communications as the one from Ottawa published in this morning's issue giving the views of a Government "expert" on the price of sugar, which are very misleading. There are no experts in Ottawa, they are all theorists; and let me state very definitely that the Government by its interference with economic laws, through the exercise of its "control," is entirely to blame for the difficult situation the Canadian refiners have to contend with at the present time.

"I have no brief for the refiners and I write this entirely of my own accord, but such statements as the one you repeated from Ottawa are absolutely unfair and are damaging not only to the refiners but to the best interests of the sugar trade in Canada. Allow me also to say that I do not own any sugar. The Government "expert's" prophecy of 10c sugar is ridiculous and need not be discussed, except to say that, apart from the market, such a price would be far below the actual cost of production present or prospective.

Every Excuse For Price

Granulated sugar at 17c in the United States would mean a wholesale selling price of about the same as the Canadian refiners' present list price in Montreal;

(Continued on page 50.)

View in Scandrett Bros.' store, London, Ont., showing display of vegetables and fruits with price tickets attached.

Specializes in Fruit in Fancy Baskets

French & Co., London, Ont., Adopt Slogan, "Say It with French's Fruit"—Have Built Up Big Sales in Fancy Table Fruits—Refrigerator for Fruits.

By Staff Correspondent.

UPON entering the store of French & Co., London, Ont., one is particularly attracted by the fine display of fruits which extends down one side of the store. French & Co. make a specialty of fruit, and being located in the centre of the main shopping district, are admirably situated to get a large volume of transient business. This store also carries a large and varied assortment of fancy groceries, and many imported lines are to be seen on the shelves and in the show cases. This business had its beginning some 30 years ago, commencing as a small fruit stand but by careful management, aggressive methods and selling quality goods, combined with service, have built up a business that ranks well up to the front with big going retail stores.

A view in the store of French & Co., Dundas St., London, Ont. Note the display tables for fruit extending along one side.

Fruits in Fancy Baskets

A feature in the French store is the putting up of fruit in fancy baskets, and they have built up a large business and a reputation for this line. A commodious wall case is on one side of the store, containing a good variety of fancy baskets for the customer to choose from. These baskets are artistically arranged with an assortment of fruits and make an acceptable gift, which could not fail to bring expressions of delight from the recipient. A large card is hung in a prominent place in the store which reads, "Say it with French's Fruit." Watching customers being served, the Canadian Grocer's representative was impressed with the tasty methods employed in putting up orders of fruit. Inexpensive baskets and cardboard boxes are used in place of the ordinary paper bags. These baskets are first lined with colored paper and the fruit carefully laid in them, and if several varieties are to go into the one basket, then they are arranged to give the package a very appetizing, tasty appearance. The basket or box is then wrapped and tied. Besides making a specialty of table fruits, French & Co. have a long list of customers, who annually leave their orders for fruits for preserving purposes. Vast quantities of strawberries and other fruits are disposed of in this manner.

Refrigerator for Fruits

In the rear of the store is built a large refrigerator for the purpose of storing fruits during the very hot weather, and also when certain fruits are scarce. This refrigerator has a glass front, facing the interior of the store, which is always temptingly arranged with fresh and dried fruits very similar to a store window. In the basement there is a ripening room for bananas, tomatoes, pineapples, etc. The value of this room is easily understood, when it is known that the firm always buy the bananas in the green state, thereby eliminating the loss through damage in handling the ripe fruit. Imported tomatoes often arrive in a very green condition, and unless the ripening process is carried on carefully and properly, a great loss is sustained. This is also true of pineapples and other foreign fruits.

Window Displays Bring Business

"There is only one way to make a success of a fruit department," stated Colon French to Canadian Grocer, "that is to make a study of the different fruits in order to know the right time to buy and the proper condition, as to ripeness. The fruit should be in at the time of buying. Fruit needs careful handling at all times if waste is to be avoided, and even then there is a certain amount of waste. Then there is the matter of display. Fruit tastefully displayed is half sold. Window displays are a great selling medium, and we spend a great deal of time on them, changing them often and paying particular attention to make each display entirely different. Sometimes a whole window will contain just one line, like imported strawberries, grapefruit or perhaps oranges. Then we often put in a window of fancy baskets filled with fruit of different kinds which make a very attractive display. There is no doubt that window displays sell goods, and the time taken to dress them is well spent."

Queen Olives are Likely to be a Very Light Crop

A curer of Spanish olives in Spain, operating on a large scale, has advised his New York connection that according to what he has heard the next crop will not be large. The crop of Manzanillas will be small, but not so small as the crop of Queens will be. The latter will be very short. On some estates no Queens are growing, and some others have a fourth part of their usual crop. But this will be only in the most favorable districts, as it is possible that the fruit will rot.

Under these conditions it is evident that lower prices for the small quantity of olives in stock are not likely, when everyone knows well that fruit of the coming crop will be paid for at the highest prices ever known. Prices for Queens will be high, and those for Manzanillas will also be very strong, as it is the case that the crop of olives for olive oil is shorter than the crop of Queens and Manzanillas will be.

Wholesale Grocers of Canada Want Sales Tax Regulation Amended

Will Again Urge Government to Have Tax Borne at Source of Production—Many Matters of Vital Importance to the Trade Discussed at Annual Convention

By Staff Correspondent Canadian Grocer

MARKED by intensely interesting addresses, animated discussions on matters vital to the trade, and a maximum of good fellowship, the Canadian Wholesale Grocers' Association concluded their two-day convention on Friday last. Over one hundred and fifty members of the association were in attendance, coming to Toronto from all parts of the Dominion, many from the far East and several as far west as Calgary and Edmonton. President Hugh Blain, of Toronto, presided at all sessions, and in the election of officers was again elected to the high office. Of timely interest was the address on the first day, by Sir Edmund Walker, and on the second day, C. P. Biddle, Bureau of Business Research, Harvard University, gave an extremely profitable address to the wholesale grocers, the same being followed by a discussion. His subject was "Operating costs and management problems in wholesale grocery business."

Lieut.-Governor's Welcome

His Honor, L. H. Clarke, Lieut.-Governor of Ontario, in extending welcome to the delegates to the convention, remarked that it was no small pleasure for him to be present and to welcome the Canadian Wholesale Grocers' Association to the capital city, on behalf of the province. His Honor had been associated with the president in a number of movements and for many years they had been warm friends. He was glad to see the honorable position in which the association had placed him.

"I can imagine nobody more welcome to Toronto, coming as you do, from all parts of the Dominion," continued His Honor. "Your association was formed, I believe, to expedite the business of the wholesale grocer, giving better service, and by united action creating better business methods. As I see it, the wholesale grocer holds triple interests. In the first place, he must keep in close touch with production; secondly, he is interested in the assembling of the products, and thirdly in the distribution. In this movement of products, how could it be done without the wholesale trade? Your connections are widespread, bringing as you do foodstuffs from all over the world, and to you we are indebted for most of the things we consume.

"I hope the matters you discuss will be of much use to you. In this period of uncertainty, when nobody can tell just what is ahead, I hope what you learn here will be of much help to you. It was all right when prices were steadily going up, but now when they are likely to go the other way, it will be necessary to proceed more cautiously.

"I trust you will find your visit to Toronto a pleasure and a source of real benefit to your association."

Armand Chaput Replies

Armand Chaput, Montreal wholesaler, in replying to the welcome of His Honor the Lieutenant-Governor, referred to the high honor and pleasure in having been chosen by Ontario associates to answer to the hearty welcome tendered the visiting wholesale grocers of the Dominion by the Hon. Lionel H. Clarke, of Ontario. "I do not think I am wrong," remarked Mr. Chaput, "in declaring this invitation to reply a delicate attention and a mark of courtesy towards the French-Canadian nationality in the old Province of Quebec, one of whose children I am proud to be.

"Again and again, in open speeches and in written articles, in private conversation and in public occurrences, words and ink have been used and spent to cement a closer union and harmony between old Quebec and the rest of Canada. Why not? Those who spoke and wrote in that spirit of conciliation were certainly wise and broad-minded men.

"To-day the British people understands that the Empire is a union of free nations and that domestic patriotism is as natural, as legitimate and as necessary in Canada as in the United Kingdom.

"I said previously that they were wise who preached a more harmonious union between all parties, but especially between the French and English nationalities of Canada, for as Quebec just needs the help, the assistance and the goodwill of other provinces, so also the other provinces, if they wish to form a great and united country of this Canada of ours, need the support of the Province of Quebec. You know a divided kingdom is destined to ruin.

"Quebec, by her position, holds the gate of the Confederation, and I may say the key that opens the gate that will lead to the midst of our great country. Slowly but surely Quebec is progressing in every branch of industry and business and already statistics which have been published from time to time by the Government will convince you of what I have mentioned. Let us hope that the results of this convention, with such a large and distinguished membership, will be of common interest and good for the whole business community of this country.

"We from Quebec enjoy more liberties than anywhere else in the Dominion, and this you all know. We have less labor trouble, freedom of language and religion."

Mayor Church Welcomes Convention

His Worship Mayor T. L. Church, of Toronto, was heartily received when he rose to welcome the delegates on behalf of the City of Toronto. He spoke briefly of Toronto's place industrially and commercially in the Dominion of Canada and referred to Toronto's splendid effort during the war in sending 67,000 men to the front. He paid tribute to the wholesale grocery trade of Toronto, many of its members being prominent in the commercial life of the city. His Worship spoke of the unrest in labor ranks, expressing the hope that conditions, already much improved, would finally adjust themselves satisfactorily. "I don't know what would happen," Mayor Church added, "if capital went on strike."

In conclusion, His Worship hoped that all the delegates would attend the Exhibition before leaving the city and trusted that their stay in Toronto would be a very pleasant one.

Delegates in Attendance

The following is the list of delegates attending the Canadian Wholesale Grocers' Association Convention:

ONTARIO—S. W. Somerville, Bristol, Somerville & Co.; F. W. Fearman, Fearman Bros., Ltd.; Samuel Vila, Jas. Turner & Co., Ltd.; G. R. Lloyd, Macpherson-Glassco & Co.; F. T. Smye, Balfour, Smye & Co.; H. D. Fearman, Fearman Bros., Ltd.; Chas. E. Wilson, Fearman Bros., Ltd., Hamilton. H. N. Robertson, Geo. Robertson & Son, Ltd.; J. E. Davy, Robertson Grocery Co.; W. H. Craig and wife, W. G. Craig & Co., Ltd.; R. J. Carson, R. J. Carson, Kingston. Frank Harding, Harding Co., Ltd., St. Thomas. W. H. Kenny and wife, T. Kenny & Co., Ltd., Sarnia. W. E. Warwick, T. Kenny & Co., Ltd., Chatham. M. P. Byrnes, T. Long & Bros., Ltd., Collingwood. O. E. Truesdale, Geo. Foster & Sons, Ltd., Brantford; A. Gilmour, Gilmour & Co., Brockville. H. W. Chamberlain and wife, Castle Limited; M. R. Freedman, J. Freedman; A. J. Major, S. J. Major, Ltd.; L. H. Major and wife, L. H. Major & J. Soubliere; Alex. Lerner, E. M. Lerner & Sons, Ottawa. Arch Foster, National Grocers, Ltd., North Bay. A. M. MacLean, Hunter & Co., Ltd., Pembroke. W. D. Martin and wife, Stratford Wholesale Grocery Co., Ltd., Stratford. A. B. MacLean, A. B. MacLean, Sons & Co., Welland. W. T. Harris, W. T. Harris & Co., Ltd.; M. D. Lemon, Lemon Brothers, Owen Sound. J. F. Smyth, J. F. Smyth & Co., Ltd., Windsor. J. W. Charles, Marland Woolnough Co., Niagara Falls. A. M. Masuret and wife, M. Masuret & Co.; Wm. Turnbull, Edward Adams & Co., Ltd., London. Mr. Garland, F. R. Parnell, D. W. Harmer Co., Ltd., St. Catharines. D. C. McKinnon, D. L. McKinnon, Sudbury. John T. Festing, John T. Festing, St. Catharines.

NOVA SCOTIA—Henry G. Bauld, A. M. Bauld, Bauld Bros., Limited, C. P. Wood, R. B. Seeton & Co.; L. K. Payzant and wife, Payzant & King; E. A. Saunders, secretary N.SS. Wholesale Grocers' Association, Halifax. Jas. McConnell and wife, Wood & McConnell, Ltd.; J. L. Sadofski, Sydney Wholesale Grocery Co., Sydney. H. E. Pyke, Pkye Bros., Halifax. J. W. Smith, Atlantic Milling Co., Ltd., Pictou. D. A. Morrison, Morrison & Co., Amherst. Robert Murray, R. McGregor & Sons, New Glasgow.

NEW BRUNSWICK—R. F. Randolph, R. F. Randolph, Jr., A. F. Randolph & Sons, Fredericton. Lyman Gorman, Thos. Gorman, Ltd., St. John. Geo. Hodge, G. W. Hodge, Fredericton. G. E. Barbour, G. E. Barbour Co., Ltd.; A. H. Wetmore, Puddington-Wetmore-Morrison; W. C. Cross, Hall & Fairweather, Ltd.; Geo. Stubbs and wife, H. W. Cole, Ltd., St. John.

QUEBEC—R. A. Chaput, L. Chaput Fils & Cie, Limitee; J. S. Ethier, H. Laporte, Laporte Martin, Limitee; W. J. Bryant, Birks Corner & Co., Ltd.; H. C. Beatty, secretary, Montreal Wholesale Grocers' Guild; Mr. Deschatelets, D. C. Brosseau & Co., Montreal. G. M. Mitchell, secretary, Quebec Wholesale Grocers' Guild; Joseph Cote, Evan Turner, Whitehead & Turner; Lionel Langlois, Langlois & Paradis; M. R. Charest; H. Bazin, Nazaire Turcotte & Co.; J. S. Royer, J. B. Renaud & Cie; C. Paradis, Langlois & Paradis, Ltd.; L. H. Levasseaur, L. H. Levasseaur, Quebec.

MANITOBA—J. P. Weidman, Weidman Bros.; A. O. Marrin, Jobin Marrin Co.; H. B. Gordon, Codville Co., Ltd.; A. E. Burns, secretary, Prairie Provinces Wholesale Grocers' Association, Winnipeg. G. P. Morrow, Brandon Grocery Co., Brandon.

SASKATCHEWAN—J. M. Bean, Weyburn Grocery Co., Weyburn.

ALBERTA—R. M. Alexander, Alexander Grocery Co., Camrose. Louis Petrie, Louis Petrie, Limited; W. A. Logan, Simington Co., Ltd., Calgary. R. G. Bradley, Revillon Wholesale Grocery Co., Edmonton.

MANUFACTURERS—O. C. Bissell, Jas. Le Gallais, Atlantic Sugar Refineries, Ltd., Montreal. R. L. Innes, Dominion Canners, Ltd., Hamilton. Mr. McKenzie, Cudahy Packing Co.; J. Ruddy, Canada Starch Co., Toronto. John E. Taylor, E. B. Eddy Co., Hull. S. H. Small, Postum Cereal Co., Battle Creek. C. McLean, St. Lawrence Sugar Refining Co., Montreal. J. L. Stocks, Canadian Canners, Ltd., Toronto. A. Hutcheson, St. Lawrence Starch Co., Port Credit. John G. Reed Acadia Sugar Refining Co., Montreal. Geo. H. Robertson, Carnation Milk Products, Ltd., Chicago. N. A. Leach, Western Salt Co., Courtright. J. T. Owen, Proctor & Gamble Co.; Mr. Buzby, Proctor & Gamble Co., Toronto. H. E. Kerr, The Welch Co., St. Catharines. J.

S. Gall, Canadian Salt Co., Windsor. H. C. Scully, Christie Brown Co.; J. E. Ganong, Lever Bros., Ltd., Toronto. W. Clark, Wm. Clark, Montreal. Stewart M. Henry, B.C. Packers' Association, Windsor.

President's Address

"The Canadian Wholesale Grocers' Association was organized in August, 1919. Since then, Peace has been declared and signed by all the Powers involved, except the United States of America.

"During the war we looked forward to a victory by the Allies as a triumph for democracy, and believed that peace would bring with it a greater measure of justice and new conditions for the amelioration of mankind. Unfortunately, these expectations have not so far been realized. On the contrary, unrest everywhere prevails, and the problem of making a living is a serious menace to the happiness of the race. Thinking men the world over are seeking to reduce the cost of living and establish greater stability in human affairs.

"Since the war, confusion has been worse confounded. We have been groping in the dark for conditions that would furnish the human race with food, clothing and fuel—essentials to its existence.

"If, when the products leave the manufacturer, they enter and remain in the regular channels of trade, the consumer gets them at the lowest price. The regular factors in the channels of trade are the manufacturer, the wholesaler and the retailer, and they can be readily distinguished from all others. The manufacturer has his plant and machinery; the wholesaler his warehouse and system for assembling and shipping to the retail trade; and the retailer his store and methods of delivery to the consumer. Each has a distinct equipment possessed by none other, and each has an organized staff and special facilities for the conduct of his business.

"If these products are taken out of the regular channels of trade by the speculator, then profiteering begins, and every time an article is sold at a profit adds to the ultimate price to the consumer without performing any service whatever to the public, and it must get back into the regular channels of trade before it can reach the consumer.

"The grocery trade, realizing the great disturbance that was sure to take place in business, urged strongly the appointment of the Board of Commerce, and since its appointment has cordially co-operated with the Board in carrying out its orders, and I may add that the trade has been more thoroughly investigated and regulated than any other branch of business, and after the severest tests has been highly commended by the Board of Commerce for conducting a fair and honest business.

Called a "Combine"

"We have been accused by an unthinking people of being a combine. I want to contradict the statement that we are a combine in the sense usually understood in the most absolute terms. We are a combination not in restraint of trade, but a combination in furtherance of trade. The Board of Commerce says there are good and bad combines. If there be such, we claim to be a good combine, because we have never combined for improper purposes.

"If evidence is needed to convince our members that we are a combination in furtherance of trade, I need only refer to the efforts of our efficient secretary, Mr. Pyke, as to the enormous savings effected by the trade during the past year. Canadians do not seem to ever think, and therefore do not appreciate the valuable services rendered to the consuming public by the wholesale grocers.

"Let me deal for a few minutes with the high cost of living from the wholesale grocer's point of view. I want to address myself especially to the housewife, whom we find in our dictionaries defined as the 'female economist.'

"Our Canadian housewife is the highest court in the land on the cost of living. He would be a brave economist indeed who would appeal from her judgment. Ask her what are the staple articles of food, as I have frequently done, and she will tell you that they are flour, bread, butter, fresh milk, eggs, meat, fowl, fish, fresh fruit, fresh vegetables, sugar, tea, coffee, canned goods and cereals. Many wholesale grocers do not deal in flour, bread, eggs, fresh milk, meat, fowl, fish, fresh fruits or fresh vegetables. While some handle them in a small way, they do not do so to an extent that is a factor in the cost of living. The wholesale grocer's staple articles are sugar, tea, coffee, canned goods and cereals.

Sugar Manipulated

"Sugar has been bedevilled by the outside speculators in Cuba, the United States and to some extent in Canada, who have raised the price to an unreasonable figure, and so manipulated the market that wholesale grocers frequently could not get sugar at any price to supply the retail trade, and on what they did sell their profits were limited to five per cent., which is less than it costs to handle the article. Tea and coffee have not been subject to outside speculation, but have advanced in price during the war, though not to the same extent as the other staples. Canned goods have been sold at less than a profit, owing to the unbusinesslike methods of the canners, and cereals are sold at the manufacturers' list prices, allowing the wholesale trade a commission on what they distribute.

"With sixty or seventy per cent. of the substantial food products handled by other branches of business and only thirty or forty per cent. by the wholesale grocer, which he sells at an advance of from five to fifteen per cent., he cannot be held responsible for the high cost of living. The wholesale and retail grocers give more valuable services to the public than any class in Canada, and are the most poorly paid. This statement I make with due deliberation, and I challenge successful contradiction.

Parcel Postage

"I have been in correspondence with the Canadian Government, especially the Hon. P. E. Blondin, Postmaster-General, relative to parcel postage. You all know that the Post Office Department of the Government has been for some years in the mercantile business in opposition to you—indeed, has been in opposition to and in competition with all branches of the distributing trade. The post office branch of the Government is in close alliance with the mail order houses and this combination is distributing merchandise, selling to the consumer (as I have already stated and which I now repeat), in opposition to and in competition with the regular wholesale and retail merchants.

"I am strongly of the opinion that the mail order houses are receiving from the railways, through the Government, and from the Government itself, privileges and advantages at less than cost, and at the expense of the Canadian people.

"The Government has had to make large advances to the Post Office staff, besides having to pay a general advance in cost in the distribution of mail matter all along the line, and are being called upon for still further advances in wages. The Government has also been asked for an advance on the contract with the railways for carrying His Majesty's mail, and after a thorough investigation the Canadian Railway Commission recommended an advance, to which, however, the Government has not consented.

"Think what would happen if the Canadian Wholesaler Grocers' Association refused to obey an order of the Canadian Railway Commission; and yet we have to do business in competition with the Government in its Parcel Post Service, although there was an advance in our freight rates of 15% on March 15th, 1918, and also 25% on August 12, 1918, making 43¾%, and the railways are now asking a further advance of 30% or 40%. Notwithstanding these advances, and the fact that the Government has had large increases in the cost of the mail service, there has been no advance in Parcel Postage to the mail order houses—our competitors in business. In fact, Parcel Postage is one of the very few things in which there has been no advance whatever since before the war began.

Government Should Pay

"I am sure you will agree with me that the Government should pay the railway companies for service on exactly the same basis as the public pay. The present conditions would not be so serious, as the people pay in either case; but to have the Government exact a service at less than cost from the railways, and then give these advantages to mail order houses that only give a partial service to a special class, is grossly unjust. The wholesale and retail merchants in all branches of business pay immense sums to the railways, and to the Dominion and Provincial Governments and to municipalities in freight, taxes, license fees and so on, and have to provide their own warehouses, stores and all other facilities, while the Government furnishes these facilities without extra charge. The system is a vicious one, and is causing ruin to small towns and villages, and in many rural sections of the country.

"This Association should petition the Government to appoint a commission to examine into, and report on the whole question of Parcel Postage, as to its fairness and effect on the country."

Wholesalers' Investigation

"The Attorney-General of Ontario (on the strength of a somewhat excited discussion between a member of the trade and a traveller over selling preferred retailers at wholesale prices, repeated to a third party and overheard by a fourth party, who repeated by telephone the hearsay conversation to the Premier) preferred what may be called a blanket charge, alleging an illegal combine against a large number of wholesale grocers, retail grocers' manufacturers, and the Ontario

Continued on page 44

DESCRIBES SUGAR SITUATION IN UNITED STATES AS EXTREMELY CRITICAL

POSSIBLY the best evidence of the panic in the sugar situation in the United States is that contained in a telegram to Hugh Blain, president of the Canadian Wholesale Grocers' Association, in convention in Toronto last week, from J. H. Laurin, president of the Southern Wholesale Grocers' Association in the United States. The telegram is dated August twenty-fifth, in New York, and in part is as follows:

"It is with much disappointment that I am compelled to advise you of my inability to meet with you in your splendid convention. Owing to the extremely critical condition of the sugar market of this country it became necessary for me to come here last week and open an office, transferring here a part of our Jacksonville office staff and I am at this time deluged with letters and telegrams that are holding me close to my desk here without respect to any office hours.

"As you are aware our sugar market is demoralized and with heavy contracts on their hands many of our wholesale grocers throughout the country are threatened with a condition so desperate as to suggest in some cases financial ruin. I have during the past two days encouraged myself to believe that I should find a way to leave here to-night for Toronto, but the situation this afternoon is so hopeless as to convince me of the utter impossibility of accomplishing it and so I am forced to cancel my transportation.

"I have observed with a very deep sense of satisfaction the fine work being carried forward by your association in your efforts to promote, through the intelligent distribution of food products, the highest interests and welfare of the Canadian people. Unfortunately up to this time our national governments have failed to acquire an accurate and proper conception of the high value of wholesale food distributors to the public interests and I conceive that great value to the commercial life of the nation is to be found in the searching investigation into this subject by governmental departments even if such analysis must be had through the highest courts. If the wholesale grocer represents to the people at large those benefits which we claim he does represent as the most economic factor of food distribution, it is of the highest importance that our federal government should promptly recognize that fact and be governed accordingly."

Points of Origin

British Columbia
Salmon
Pilchards
Herring

Japan Manchuria
Bristles
Mattings
Beans
Peanuts
Camphor
Ginger
Alum

China
Spices
Rice
Peanuts
Oils
Ginger

South Sea Islands
Rattans Nutmegs
Cloves Cassia
Cocoanut
Quinine Tapioca
Sago

Australia
Eucalyptol
Raisins Jams
Lanoline
(adeps lanae)
Anhyd. and
Hydrous

New Zealand
Butter
Cheese
Lamb
Mutton
Honey

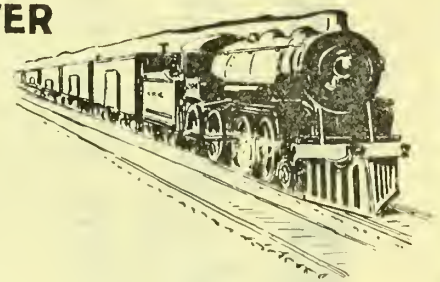
A SERVICE!

From the Pacific Markets of Production

DIRECT

To You

VANCOUVER



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At Primary Markets
Your Interests Are Ours

R. G. Bedlington & Co., Limited

Wholesale Brokers

VANCOUVER, B.C.

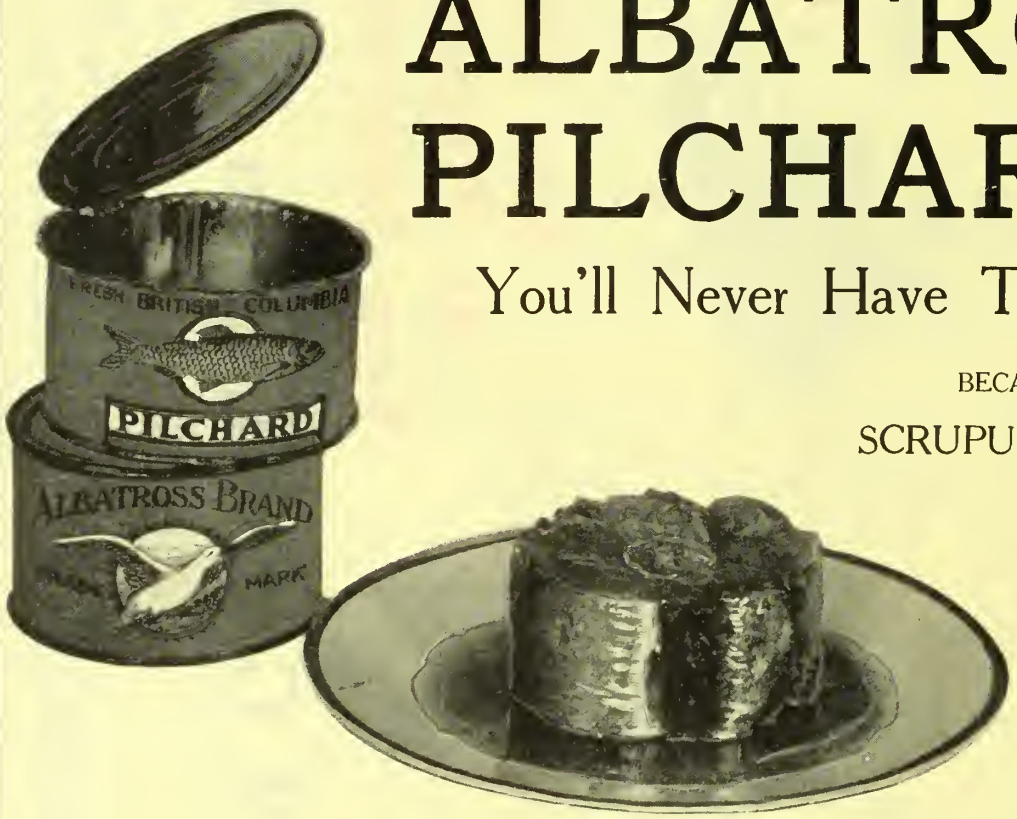
IMPORTERS ESTABLISHED 1905 EXPORTERS

Your Customer's Can-Opener

Is It Going To "Let You Down"?
Or Is It Going To
"BEAR YOU OUT"?

IF YOU GIVE HER

ALBATROSS PILCHARDS



You'll Never Have To "Explain"

BECAUSE THEY ARE

SCRUPULOUSLY CLEAN

UNUSUALLY GOOD

"The Highest Priced Pilchard On The Market"

Cut A Can and You'll Understand.

Clayoquot Sound Canning Co., Limited

J. L. BECKWITH, AGENT

VICTORIA, B.C.

Ontario and Quebec	Manitoba and Saskatchewan	Alberta and B.C.
Alfred Powis & Son, Hamilton	H. P. Pennock & Co., Ltd.	Mason & Hickey

Mr. Apple Exporter Look Here

"Boxed Apples are growing steadily in favor with the Old Country trade."

"The English apple crop is (this year) practically a failure."

"The outlook is for a very satisfactory demand—with very good values for export fruit."

—So says J. Forsyth Smith, fruit trade commissioner, of Liverpool, now in Canada.

You will see opportunities here for a splendid market.

You have the apples.

We can supply the boxes.

Boxes like these.

For immediate shipment in any quantity.

For Marketing Apples there is no package to compare with our "Standard Apple Box" shown above.

These boxes have had a good deal to do with achieving the reputation British Columbia apples have on the market. They will help to sell yours.

British Columbia Manufacturing Co., Ltd.

New Westminster, B.C.

Ontario Agents:

S. H. Moore & Company

704 Excelsior Life Building

TORONTO

You Can Solve the Problem

of high-priced Jams and an advancing butter market

By Mentioning

Nutro Peanut Butter

"The Finest Kind of a Spread"

Profitable and Satisfactory to the Consumer and the Same to You

Agents for Manitoba, Saskatchewan and Alberta:
Kelly, Douglas & Co., Ltd., Winnipeg, Calgary, Edmonton

Kelly Confection Company, Limited
Vancouver, B.C.

A CREDIT TO YOUR ASSOCIATION

DON'T DETRACT FROM THE APPEARANCE OF YOUR SELECT FRUIT BY PACKING IN A POOR BOX

BOX SHOOKS

SAWN FROM CLEAN, STRAIGHT-GRAINED STOCK
ENHANCE THE APPEARANCE OF YOUR APPLES

PACIFIC BOX CO., LTD.
VANCOUVER, CANADA

King-Beach Gooseberry Jam

A K-B Masterpiece, with the delicious tastiness of the Fraser Valley gooseberry that can only be compared with the

Best Home-Made Gooseberry Jam you ever tasted

"Packed at their best—right where they grew"

King-Beach Gooseberry Jam, like the other K-B products will delight your best customers.

The King-Beach Mfg. Co., Ltd.

MISSION CITY, B.C.

SELLING AGENTS

MASON & HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver, Dauphin

THE NEW PACK

SNOW CAP PILCHARDS

The most delightful contribution that the "Pacific" has ever made to the nation's table

Packed by

The Nootka Packing Co., Ltd.

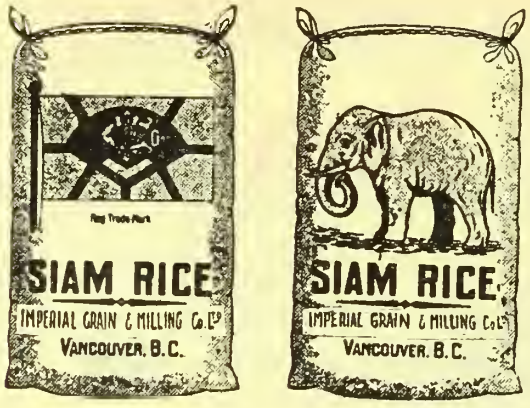
NOOTKA, B.C.

Dodwell & Co., Limited, Vancouver

Exclusive Distributors

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.
MANUFACTURERS
If you desire Energetic, Faithful representation in Saskatchewan, place your account with us.
A PURELY WESTERN ORGANIZATION WHICH CAN PRODUCE RESULTS.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.

WHY Should I push Wallace Pink when Sockeye sells for more than twice as much?

1. Because by so doing I am assisting my customers to fare the best in spite of higher costs of most commodities.

2. By offering her **"Wallace Pinks,"** as the west coast fisherman describes the pink with the finest color, I am giving her the finest specimen of the pink species.

3. I am aware that when I ask the price this fall for sockeye I shall be in danger of losing some business which may go to the butcher.

4. In order to retain my growing business for canned fish and meat business it will be worth my while to explain the economy and satisfaction that go with **"Kiltie Brand."**

For the Clerk

A White Plymouth Rock is not a Rhode Island Red **THAT HAS FADED.** Nor is a pink salmon a sockeye **THAT WAS NOT FAST DYED.** No—the pink salmon—or as the scientist playfully calls him, the encorhynchus gorbuscha—is a distinct species of the salmon family. He lacks the brilliancy of color of the sockeye, and he is not quite so oily (this last is a distinct advantage to a great many whose labor is not so strenuous, and who find many fish too rich). Recommend "pink" to some of your most discriminating customers, and make a point of seeing how well pleased with it, they are.

Remember that

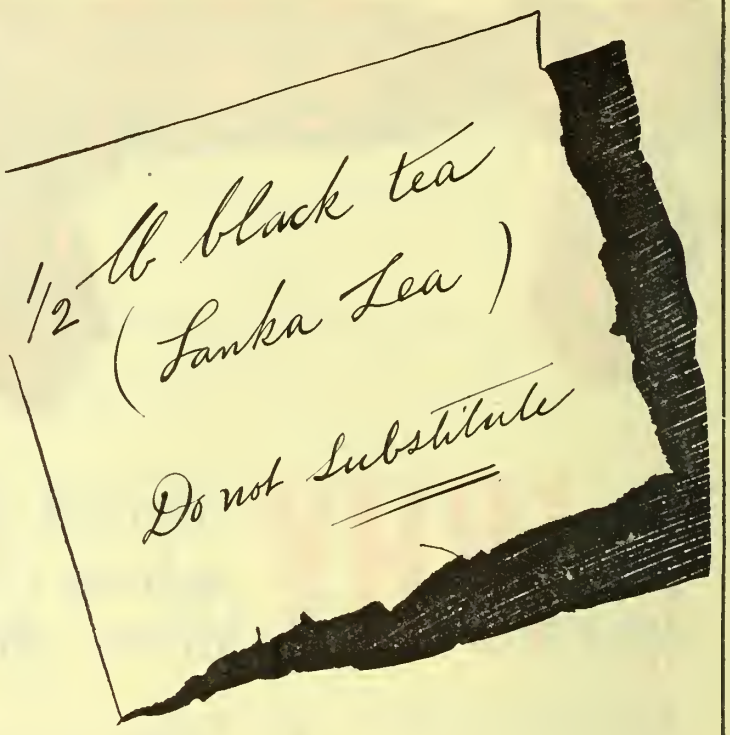
The WALLACE FISHERIES, Ltd., Vancouver

stand behind these goods.

Do Not Substitute

Here is the reproduction of a customer's memorandum, picked up in the store of a prominent Canadian merchant. It is self-explanatory, telling its own story — a story which flashes a message to every progressive dealer.

This little scrap of paper carries a most significant line. *Do Not Substitute* proves dramatically what users think of this rare new tea. It proves that one trial establishes it as the tea your customers want and will have — that Lanka is a perpetual repeater.



LANKA TEA

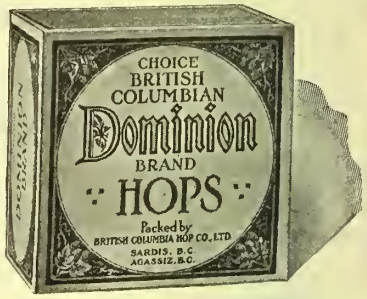
Lanka Tea is making friends for every dealer who carries the line. It is the superfine, popular priced product that everyone appreciates.

Do Not Substitute—it is never good business. Instead have your stock of Lanka adequate and ready for every and all emergencies.

Importers and Packers of Braid's Best Teas and Coffees

Wm. Braid & Co., Vancouver, Canada

HOPS



In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

British Columbia Hop Co.,

Limited

Ranches located at Sardis, Agassiz, B.C.

Head Sales Office: 235 Pine Street, San Francisco, California

LARGEST HOP GROWERS IN CANADA

Write for Prices---Samples

AGENTS: **For Western Canada**--Donald H. Bain Co., Winnipeg, Man. **Ontario**--Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**--Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**--Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**--Chisholm & Co., Ltd., Halifax, N.S.

Displaying Bulk Goods in Novel Way

H. O. Kirkham & Co., Ltd., Operating Two Stores in Victoria and Fourteen in Vancouver, B.C., Adopt Enterprising Methods of Merchandising—Wrapping Parcels a Feature

By Staff Correspondent Canadian Grocer

VICTORIA, B. C., Aug. 30.—Probably the first self-serve store in Canada is that situated in Victoria, B.C., and owned by H. O. Kirkham & Co., Ltd. This company operates two stores in Victoria and 14 stores in Vancouver, B.C. The first store was opened in Victoria in 1910, and the self-serve store was opened in March of 1917. Associated with Mr. Kirkham are T. R. Mullen and A. Brockhurst, who manage the Victoria business, and who are also members of the firm.

Showing a section of one of the sixteen stores of H. O. Kirkham & Co., Ltd., Vancouver and Victoria, B.C. All stores are conducted on cash and carry plan.

The store in Victoria, of which the accompanying photographs give some idea of the size, is one of the largest and best equipped of its kind in the West. It has a 60-foot frontage and a depth of 100 feet, with five window displays. Th especial displays of fruits, meats and pastry are changed every day.

Wrapping Parcels a Feature

A striking feature of the store is the system in vogue for wrapping up the parcels and for the receiving of the money. As soon as the sale is made the goods are placed in carriers and taken to the wrapping counter in the centre of the store. One bill is placed in the basket, the customer also gets one, and pays at the cashier's desk, alongside the wrapping counter. They then take the receipt to the counter and receive the parcel. One feature of this system is that as soon as the clerk has placed the goods in the carrier he is free to wait on another customer, and no time is lost. Four clerks are kept busy on the wrapping counter, and two more are on the checking counter, just in the rear, checking outgoing parcels. A charge is made for deliveries and the business is run on a strictly cash basis. The price of all goods is marked plainly so that all can see.

Groceteria No. 1 in Victoria, the first to be organized, started with two employees. To-day it employs 16 girls and four men. A meat and provision business is a big part of the trade.

Collect Your Goods—There is a Reason

A turn-stile, once used in baseball grounds, comes in useful for admitting the people. A sign just inside this entrance reads, "Collect your goods in a basket, there is a reason." Mr. Murray is often asked what the reason is. Instead of offending his customers with telling them the real reason, that is, that it is one way of doing away with thefts, he tells them that by placing their goods in a basket they can be carried easier and also no breakages will occur. Mr. Murray makes all his baskets out of empty cartons, and in this way quite a saving is made. Heavy twine is used for the handles. The baskets can be piled on top of each other in a small space, as the twine handles drop into the baskets and are not in the way. Brass grommets are inserted in the baskets so that they will not cut through. The baskets will last about six months, and are made at a cost of ten cents each.

If customers will take their goods home without wrappings, a dollar refund is made on every 25 dollar purchase. A large number of customers take advantage of this, as they have cars or send the boy down with the toy wagon.

Displaying Bulk Goods

A good idea is used for displaying bulk goods done up in bags, such as beans, prunes, sugar, etc. A sample of each is placed in a glass jar over the goods done up. This shows just what grade of goods is in each bag.

H. O. Kirkham is manager of the chain of Groceteria stores operated in Vancouver, B.C. They have 14 stores and cover practically every district of Vancouver. Each store is managed by a woman. In fact, no men are employed in any of the retail stores. Mr. Kirkham finds women very satisfactory in this line of work. They are the best of managers he says. The stores are all run on the cash and carry idea. One advertisement in the newspapers does for all fourteen stores.

Cranberry Crop Will be Light

Crop Appears to be Very Poor Along Atlantic Seaboard and in Nova Scotia

Reports from the Atlantic seaboard indicate that the crop of cranberries this year will be somewhat light. It is from the States along the Atlantic seaboard as well as from parts of Nova Scotia that our cranberries come. This year the crop appears to be very poor, although there is no blight or disease. This has been accounted for by the theory that on account of the systematic warfare on insects and bugs these pollen-bearers have not been able to carry on their work this year and the flowers have not germinated into fruit. This crop being very light will mean higher prices for cranberries this year, and probably a real shortage. A great part of the cranberries used in this country are from the United States.

John Pickle, one of the pioneer grocers of Ladysmith, B.C., has sold his business to Barrett & Rogers. Mr. Pickle has served in this island city in the capacity of mayor.

Customers' Convenience First Essential

Safe Ltd., Salmon Arm, B.C., Has Installed Modern Kitchen and Rest Room for the use of Out-of-Town Customers—Carries on Large Mail Order Business in All Lines Throughout District—Sends Grocery Price Lists Out Monthly

By Staff Correspondent Canadian Grocer

SALMON ARM, B.C., August 30.—A combined rest room, kitchen and toilet is a feature in the store of The Safe Limited departmental store here. The kitchen is fitted up with stove, cooking utensils, table, chairs. dishes, etc., and is for the use of customers coming in from great distances. These customers bring their own food and cook and eat it at the store just as if they were at their own home. It avoids the necessity of relying on expensive hotel fares for their food requirements under such circumstances. The rest room, next to the kitchen, is also complete in its furnishings, even to a bed for anyone who might be taken ill. A toilet and washroom adjoins the rest room.

Customers waiting for late trains are allowed the use of these rooms even after the store is closed for the day, the rooms having a separate entrance from the street and allowing of their being shut off from the rest of the store after closing hour. An addition is now being built to the store, and with its completion at the end of this year some rearrangement of departments is contemplated in order to provide room for extensions.

People Own Business

The grocery department of The Safe Limited, Salmon Arm, B.C., is shown herewith. This company has been in business for a number of years and has many distinctive features of interest. The shares of the company are owned by farmers and others in the community, being run on a co-operative basis with a special discount for cash trading. The name (Safe) was derived from this motto: "Simply Aim for Equity." Their aim is to supply goods at the lowest possible cost. A complete line of groceries and provisions, shelf hardware, stoves, automobile accessories, dry goods, men's wear, boots and shoes, constitute an up-to-date department store.

A feature of this business is an extensive mail-order business throughout the surrounding district. Grocery pricelists are mailed to customers every month. To handle the company records and the mail-order trade an office staff with modern office equipment has been installed. An adding machine, typewriter, and other modern fixtures are shown.

Separate Managers

"Each department is under separate management and all are separated by partitions so that the customer wishing to shop in various parts of the store feels that the man behind the counter is experienced at his particular line of business and is not merely a general clerk in a general store," said G. G. Barber, store manager, to Canadian Grocer.

Grocery department of The Safe Ltd., Salmon Arm, B.C. Convenient equipment is a feature.

Sales of Teas and Coffees Are 75 Per Cent. Special Brands

Vancouver Grocer Puts Selling Effort Behind One Particular Kind of Tea and One Special Brand of Coffee—A Great Believer in Display.

VANCOUVER, Aug. 30. — W. C. Jessiman, with a relatively small store at the corner of 16th Avenue and Heather Street, Vancouver, is a great believer in display. In one particular Mr. Jessiman's grocery store resembles a drug store—and that particular is this. Every article is displayed to the Nth degree. Not a jumble of grocery lines —far from it—but attractive packages of merchandise decorate the store, and everything that arrests your eye is for sale, and that's worth while thinking over.

Cash and Credit Business

An analysis of Mr. Jessiman's business would read like this: Cash business, 50 per cent.; credit business, 40 per cent.; merely accommodation credit business, 10 per cent.

One feature very noticeable as you step into this neat, businesslike little corner grocery store is the number of lines of local products he carries. It would astonish a marmalade manufacturer to learn the amount of locally made marmalade (of best quality) that Mr. Jessiman's customers buy **on his recommendation**. "My regular family trade has been the product of many years of satisfaction given," states this merchant, "and I have earned the confidence of my customers to the extent that my recommendation means more to them than any other factor in their choice. If an article in my estimation is of the finest quality—is fair value to my customer, and shows me a satisfactory profit—I push it. If the price is too high, or the quality anything less than the best—I will not recommend it."

Take the matter of tea and coffee, for instance. Mr. Jessiman has a particular brand of both, which he is satisfied is good quality and fair value. His trade in teas and coffees is 75 per cent. in these brands, although he stocks other lines as well. "I make a great effort to have all my customers give a fair trial to this one brand of coffee and tea," he

Continued on page 43

Dresses Window to Attract Sunday Crowds

"That new case will have paid for itself within twelve months of the date we purchased it," remarked Sam McElroy, proprietor of the Beaver Grocery, Vancouver, B.C., to Canadian Grocer recently. The new case referred to is a tea and coffee display case, and was installed just a few months ago.

After speaking of the value of this display case, Mr. McElroy went on to speak of dressing windows for Sunday. "I'll bet that less than 15 per cent. of the Vancouver grocers have the blinds pulled down over their windows over Sunday," he continued. "If the window is going to be on display on the only day that many of the male customers, particularly, are likely to be strolling around taking in the sights, dress them. We close at 7.30 on Saturday night. We are sorely tempted to get away from the store just as quickly after that as we can, but I always stop and straighten out the windows before I go. You only have to take a breeze around yourself, on Sunday, and look at the various grocery windows, to note the poor impression that some of them give to the passer-by. Probably goods have been removed. Often newspapers are spread on them, and it is not impossible, even in these enlightened days to see a cat asleep on a sack of oatmeal or some such cosy spot. Impress on Sunday. Make your window sell."

An attractive arrangement of the Beaver Grocery in Vancouver, B.C., where display is counted on to make sales.

The trade-mark, the Beaver, is well known to the people of the district, as it is painted on the store and on both sides of the delivery car. As Mr. McElroy said, the picture reminds the people of the name of the store, and when the car is several blocks away they can see the beaver and know at once whose car it is. A large 'phone order business is done and three 'phones have been installed. All perishable goods are kept in glass cases.

"Prices Will Come Down But Not to 1914 Level"–Sir Edmund Walker to Wholesale Grocers

"I BELIEVE we will have high prices for another generation to come," remarked Sir Edmund Walker, in the course of his address on the Canadian banking system, before the Wholesale Grocers' Convention in Toronto last week. "I do not mean that they will not come down," he continued, "but I do not think they will come down to the levels prevailing before the declaration of war in 1914. These higher prices will prevail as long as the weight of war is felt. A new basis will be reached, but we do not know what that level is yet. When we reach it, however, I believe we will begin a new era of prosperity. The price of all commodities and all services will have to be high until we have broken the back of the war debt."

Middleman Now Bearish

"When prices fall in spite of production being less than the actual demand, it is for this reason. The rise of prices since peace, the slackness of the workers, a surrender of all attempts to save, utter failure to produce adequately, have resulted in an anomalous position. The middleman all over the world has been bullish. He was anxious to boost his stocks. Now the middleman has become bearish. He has turned from buyer to seller."

Banks Cease Lending

"The banks have been telling them to get their money elsewhere, with the result that they must get rid of their stocks and prices are declining."

Sir Edmund stated that banks of Canada can lend even while prices rise, so long as new deposits or new forms of money are sufficient to meet their needs, but if savings and deposits fail, and Governments cease going into debt, the lending power of the banks is just so much lessened.

"When the workman struck the manufacturer yielded and added the higher cost to the goods, but the middleman kept on buying," continued Sir Edmund. "The Government kept spending what they did not have by creating forms of debt to pass as money. Everything seemed happy until Governments found that living on your debts cannot go on for ever and people began to find their pockets not quite so full. When the total of bank credits and forms of money were arrested loans had to be shortened, which meant that commodities must fall in price or be lessened in quantity. All middlemen are thus turned from buyers to sellers and hence the fall we have seen take place when production does not equal the real demand of the consumer."

An Unrivalled Future

"What would have been our state had we had a bad crop, instead of the good one that is anticipated, it would be hard to define. By virtue of its great areas, the greatest in the world, Canada has a future such as no other country has. Whatever you grocers do, the banks can be relied upon to do their share in building it up."

SALES OF TEAS AND COFFEES 75 PER CENT.

Continued From Page 4.

added. "I will start off with a small free sample, just enough for one serving. I make a point of remembering who is trying it out, and never fail to follow up the sample, to find out if it pleases."

Selling Good Honey

This store also sells a lot of good honey. Mr. Jessiman buys honey in the five gallon tins, and puts it up in glass jars under his own label.

Another point mentioned by Mr. Jessiman is the choice of help. He pointed out that no matter to what pains a grocer goes to cultivate the goodwill of his customers, the whole effect can be speedily killed by a discourteous driver, or an impolite clerk. "A well paid employee has the interest of the house at heart."

NEW WHEAT ARRIVES FROM MANITOBA POINTS

Winnipeg, Aug. 30.—Thirteen cars of Manitoba wheat and eleven cars of rye from Manitoba and Alberta points were brought into Winnipeg early last week.

The Windsor Grocery, one of the older grocery businesses in Victoria, B.C., has discontinued.

Gradually Eliminating Retailers Who Buy Direct from the Manufacturers

"I THINK the retail trade is not getting a fair deal from the manufacturers," stated President Hugh Blain in introducing the subject of "Relations with manufacturers" at the wholesale grocers' convention. "Some retailers are permitted to buy direct, to the disadvantage of the retailer who cannot. We want the manufacturer to distribute his goods through the wholesaler exclusively, or else through the retailer exclusively. This is an ideal for which we are striving and we should fight until we get it."

An animated discussion followed and all delegates were unanimous in declaring that the present method of distributing goods by the manufacturers was an injustice to both the wholesaler and retailer. Some retailers were allowed to buy direct, getting a discount which permitted them to sell at a lower figure than the other retailer who could not. Manufacturers present joined in the discussion and stated that retailers were being gradually cut off the list and that practically the only retailers now being sold to direct were the T. Eaton Co. and the Robert Simpson Co. of Toronto.

J. E. Ganong, Lever Bros., Toronto, gave an interesting review on the method of distributing their soaps since first put on the market. "When we first put our lines of soap on the market," said Mr. Ganong, "it was the custom to sell direct to the retailers. It did not take us long to find out, however, that by selling to the wholesaler we could not only distribute our lines cheaper, but better than by selling direct to the retail trade. We, therefore, adopted that method, but we still have a number of old customers in the retail trade who have been good friends to us, ever since our goods were first put on the market. We still sell these people because we find it very difficult to cut them off. These old friends are gradually being weeded out and no new accounts are now being taken on. I cannot promise that we will sell exclusively to the wholesale trade, when I know it would be impossible to carry it out to the letter on account of still having some of these old accounts on our list. I can state, however, that our policy since last year is to distribute our lines exclusively through the wholesale channels and no new retail accounts have been taken on."

"We are now working up to ideal conditions," remarked Mr. Blain. "Let us all stand together. I have been working along this line for forty years. Just keep on and it will work out all right."

A. O. Marrin, of Winnipeg, proposed that a resolution be adopted that the rice millers be requested that rice be packed in bags of 100 pounds net, and not 97 pounds as at present. "When we buy a ton of rice," he stated, "we pay for gross weight and then we sell by the pound actual weight. This should be changed and rice mills should put up rice in bags of 100 pounds net weight." This resolution was passed and notification thereof will be sent to the rice millers both in Canada and the United States.

WHOLESALE GROCERS OF CANADA

(Continued from page 32.)

Wholesale Grocers' Association and this Association. The investigation before the Board of Commerce was held in Hamilton and Toronto and lasted over a week. Not a particle of evidence was produced to sustain such a charge. The Board of Commerce dismissed peremptorily the charge against the retail grocers, and deferred judgment under the remaining charges until the Board could make further investigation on its own initiative, and after doing so, dismissed all the charges in a judgment that defined the rights of the parties, and especially the rights of the wholesalers and manufacturers. This judgment clearly gives the manufacturer of a proprietary article the right to protect his product, to fix the price and refuse to sell to anyone who, in his opinion, was injuring his business, or who would not carry out his conditions of sale. The judgment also gave the right to wholesalers to refuse to buy from manufacturers who do not treat them fairly. The Board in their judgment said that manufacturers were not to be compelled to sell only to wholesale grocers. They could sell to other classes at their own will, but if they elected to sell to any of another class than wholesale grocers, the manufacturer was to be left to secure the needed distribution from those he favored to the detriment of the wholesale grocer class.

"This gives the wholesale grocers the right to get together and refuse to buy from the packer or manufacturer who sells to anyone who is injuring the wholesale grocer's business. I strongly advise that the wholesale grocers get together and refuse to buy from those producers who are selling to other classes to the injury of the grocery trade. It must be remembered that in doing so it must not be to the detriment of the public.

"The Attorney-General now proposes to have the matter tried in the Civil Courts, and has issued a writ accordingly. How he can succeed in the face of the Combines and Fair Prices Act, passed by the Canadian Parliament, will be for the Courts to decide.

Some Recommendations

"I am sure the Association will continue to prosper, and to improve business conditions I would recommend:—

"1. To make a quick turnover of your stock-in-trade.

"2. To establish short terms of credit and collect accounts promptly.

"3. To cordially co-operate with, and have confidence in, each other.

"4. To maintain a high standard of business ethics.

"5. To give the public an honest service."

Secretary's Report.

Secretary Pyke presented his report. In part it is as follows:—

"August 21st, 1919, at Ottawa, your Association was organized and thus has just completed its first year of life, and although in its infancy I think I am safe in stating that to-day it is a strong and vigorous infant and increasing in strength daily. Every province in the Dominion has its own organization with its local secretary and all are members of our Association, our total paid membership to date being 204.

"An effort was made to have the Dried Fruit Association of California amend their Dried Fruit Contract in what we considered a more equitable way for the buyer. Much correspondence was carried on with the Dried Fruit Association, but I regret to say that the only concession we were able to secure was that they would agree to have all arbitrations conducted by an Arbitration Committee to be appointed by our Association, the method of arbitration to be the same as that approved of by the National Wholesale Grocers' Association of the United States.

"The sittings of the Board of Commerce have been followed very closely and at the first sitting in Toronto I took the opportunity of pledging our Association to assist the Board and co-operate with them in every way possible. This course we have followed consistently and I have had many satisfactory conferences and interviews with the Board and its members and have thus been able to supply much information and secure some important rulings, which have been supplied to our members either direct or through the Provincial Secretaries.

"When soliciting orders from the wholesale grocery trade for 1919 pack of canned goods the Dominion and Canadian canners promised their buyers a loyalty rebate of two and a half cents per dozen. This rebate was afterwards cancelled by the canners by order of Dr. McFall, Cost of Living Commissioner, who ruled that the payment of such a rebate was illegal. Believing, however, that this rebate was perfectly legal and that the trade should receive same I took the question up with the Board of Commerce and succeeded in having them grant us a hearing in the matter.

"This hearing took place in Toronto, when the question was fully presented to the Board by our counsel as well as members of the wholesale grocery trade, and I am pleased to say, that as a result, the Board issued an order legalizing that payment of this rebate and restraining the canners from retaining same. Thus a very large sum of money was distributed to the wholesale grocery trade of Canada.

"The sugar order of the Board issued in December approved of the Equalized Rates System in selling sugar and also approved of the profit of five per cent. allowed by the refinery.

"The recent order of the Board compelling sugar to be sold on the basis of actual cost of stock in warehouse at time of sale plus an amount to yield 5% on selling price has been vigorously opposed by us and at a hearing granted by the new Board we urged that the clause in the order relating to the wholesaler's selling price be amended so that sugar like all other commodities could be sold on the basis of price ruling at the time of sale, contending that replacement value is the only basis on which business can be carried on successfully. It was also urged that the Board should restrict the movement in the price of sugar up or down to not more than fifty cents per hundred at any time. The members of the Board, at the conclusion of the hearing, stated that they were considering making certain amendments to the order but which would not, however, be effective until later.

"In October the Railway Companies issued a supplement to their freight tariff cancelling the present commodity rates on canned goods from canners in Ontario to points East to take effect on October 18th. We immediately lodged a protest with the Board of Railway Commissioners and they suspended this change in rates pending a hearing, which took place in Toronto some days later when we strongly opposed this change and as a result the commodity rate on canned goods is still in effect.

"At the recent hearing before the Board of Railway Commissioners for a 40 per cent. increase in freight rates and 20% in passenger rates asked for by the railways, your Association was represented by our President and Secretary. Mr. Blain made an excellent presentation on behalf of our Association in opposition to the proposed increase and was thanked by the Chairman for his clear and forceful reasoning.

"We are now endeavoring to have all manufacturers mark their shipping cases plainly with the contents and sizes on the front of the case. No advertising to appear on the case, except that referring to contents, and to mark on top of the case the shipping weight.

"The fact that we have an Association chartered by a Special Act of Parliament of Canada and having practically 95% of the wholesale grocers of Canada as members has been influential in our obtaining information and recognition, that no individual can obtain. Association work is a business proposition pure and simple, and should, therefore, be treated as a branch of your business and should be given the same attention and thought as other branches, with the thought in mind that co-operation is good business. We should endeavor to make our Association of sufficient strength so that we could retain the services of some outstanding lawyer well versed in commercial law, who would be at the service of our members at all times to give counsel and legal advice on business matters referred to him, and also to perhaps reach that point when we could enable training in railway traffic and who could be of service to our members in the matter of fyling claims, etc.

T. H. Kinnear, president of the Ontario Wholesale Grocers' Association, and treasurer of the Canadian organization, presented the treasurer's report, showing a substantial balance on the right side.

The striking of the nominating and resolution committee resulted as follows:

Nominating—L. K. Payzan, Halifax; A.

H. Wetmore, St. John; J. S. Royer, Quebec; Mr. Langevin, Montreal; Sam. Villee, Hamilton; A. H. Paffard, Toronto; A. O. Marrin, Winnipeg, and R. G. Bradley, Edmonton.

Resolutions—W. C. Cross, St. John; H. G. Bauld, Halifax; E. W. P. Eby, Toronto; Evan Turner, Quebec; R. A. Chaput, Montreal; W. C. Bryant, Montreal; G. P. Morrow, Brandon; A. E. Burns, Winnipeg; J. M. Bean, Weyburn; Louis Petree, Calgary; F. T. Smye, Hamilton, and H. W. Chamberlain, Ottawa.

Charging the Sales Tax

J. S. Royer, Quebec, introducing the subject of the "uniformity in charging the sales tax," stated that it was of vital importance to the wholesale grocery trade that the Government amend the present law. The manufacturers selling direct to the retail trade charge two per cent. on the net selling price. "If we charge one per cent. on the re-selling price," Mr. Royer added, "we are charging less than the manufacturers selling direct to the retail trade. We should ask the Government to amend the law so that the wholesaler can charge two per cent. on the invoices. The wholesaler has been absorbing the manufacturers' one per cent. and the wholesaler cannot afford it. One per cent. is a large part of the profit."

Issue New Resale List

Secretary Pyke pointed out that the only way at present that the wholesaler could be reimbursed for that one per cent. manufacturers' tax was for the manufacturers to issue a new resale list with the one per cent. included. A representative from St. John's, N.B., stated that the wholesalers there had taken this matter up and were doing what Mr. Pyke suggests.

J. W. Charles, Niagara Falls, Ont., asked if there was any reason why the manufacturer should pass this tax on. The tendency is to pass all these taxes on to the retailer, and too often, he is what Mr. Charles chose to term, the "goat." The manufacturer should make an allowance to the wholesaler if he pays his bills promptly. Let the manufacturer be responsible with a one per cent. discount. There isn't a retailer who can charge that tax on to his goods.

At Source of Production

The second day of the Canadian wholesale grocers' convention opened with a continued discussion on the present method of collecting the tax on sales. The method of collecting the tax now is to pass it down from the manufacturer through every distributor to the ultimate purchaser. When the taxable goods are sold direct to the retailer, the manufacturer adds the two per cent. tax. When sold to the wholesaler the manufacturer adds one per cent. and the wholesaler adds another one per cent. This system of collecting the tax was considered awkward and unfair and a resolution was unanimously passed calling on the Dominion Government to collect the two per cent. tax entirely at the source of production, that is, from the manufacturers and on customs importations.

The Entertainment Features

The entertainment features of the convention were much enjoyed by all present. During the afternoon of the first day, the delegates were taken for a trip on Toronto harbor on the Harbor Commissioner's yacht, concluding with a dinner at the Sunnyside pavilion. On Friday afternoon the guests drove around the city, having dinner at the Scarboro Golf Club. On both occasions the visitors were loud in their praises of the hospitality of the Toronto wholesale grocers.

Friday's Session.

The speaker of the morning session on Friday was Clinton P. Biddle, Bureau of Business Research, Harvard University in an address, "Operating Costs and Management Problems in the Wholesale Grocery Business."

"Last year the cost of doing business for the wholesale grocers was 9.1 per cent. of net sales," declared Mr. Biddle. "Were your costs above or below this figure? Many of you are wondering no doubt my authority for this rather sweeping statement. It is the result of the last investigation of the Bureau of Business Research in the wholesale grocery business.

"A large portion of the food supplies of the country now pass through the hands of wholesale grocers. There is, no doubt, some apprehension among you that the functions which you perform will be taken over by other agencies. But there is little reason for such apprehension provided you deal with your problems energetically. It is to these problems, and particularly with the cost phase of them, that I am going to devote my time.

"From the standpoint of public interest, the existence of the wholesale grocer depends upon the effectiveness and the economy with which he performs his functions. These functions are, first, the selection of merchandise suited to the needs of his customers; second, the assembling of a wide variety of goods from many sources; third, the storage of seasonal goods; fourth, the parceling out of merchandise in small lots according to the customer's requirements; fifth, the granting of credit; and, sixth, the maintenance of a selling force. These are essential functions. They must be performed by some agency, either by the wholesale grocer, by the manufacturer himself, by the chain store, or by some other type of institution. Whatever changes are made in the type of organization, it is seldom that a function can be eliminated, although means may be found for reducing its cost. To each of these functions a certain cost is attached. Consequently, whenever a manufacturer, for example, takes over a wholesaler's function, he must at the same time assume the cost of performing that function.

Dangers Within

"The most serious dangers that beset the wholesale grocery business are those that arise from within the trade itself. One of these dangers is the lack of knowledge of the cost of doing business. Many wholesale grocers are keeping their records accurately. Considering all the mercantile businesses that we have investigated, the wholesale grocers have supplied us with the most carefully prepared reports. There are still a substantial number of wholesalers, however, who do not know definitely their cost of doing business and who, therefore, menace the welfare of the trade as a whole. Like any other merchant, the grocer who does not know what it costs him to do business is the one who is likely to overlook opportunities for economy in management.

"Many a wholesaler is convinced that his expenses are too high, but he does not know where to cut down. It isn't enough to know what your expenses are in the aggregate. Find out just where your money is going.

Wholesaler and Retailer

"The last problem which I am going to discuss this morning has to do with the wholesaler's relation with the retailer. If a wholesale grocer encourages a man to engage in the retail grocery business without adequate safeguards, he is weakening the position of his entire trade. The reply doubtless will be made that some of these practices are forced by competition. In every case, however, there are enough instances to indicate that a policy that is fundamentally sound can be carried through even by an individual wholesaler grocer alone. So long as wholesale grocers, furtherfore, adhere to a standard of trade ethics that permits unsound or uneconomical practices to continue within their own ranks, they cannot expect public sympathy as protection to their interests.

Dependent Upon Retailer

"The prosperity of the wholesale grocer depends fundamentally upon the welfare of the retailers who are his customers. The retail grocery trade is often maligned as one in which poor management is prevalent. Through its investigation the Bureau has come in contact with various retail trades, the study of which has given us a valuable basis for comparison. This comparison indicates that the retail grocers of the country rank as high in the scale of business management as any other class of retail merchants which we have studied. For example, in our retail hardware investigation this past year we found that 75% of the stores reporting showed that their charge customers owed the store more than the average total sales for one month, while the retail grocery investigation showed that in only 25% of the stores the charge customers owed more than the average total sales for one month. Our research also brought out the fact that in only 2% of the retail grocery stores were receivables last year more than twice the average monthly sales. In 28% of the hardware stores, however, receivables were over twice the average monthly sales. The conclusion that may be drawn from this is that the retail grocers get their money in quicker than the retail hardware men. This conclusion is further substantiated by the fact that losses from bad debts in the retail grocery trade amounted to three-tenths of one per cent., while the same item in the retail hardware trade amounted to one-half of one per cent. of net sales.

There are still, however, a great many retail grocers whose methods are slipshod. These methods endanger their existence and afford especially vulnerable points for attack by other types of mercantile institutions. The wholesale grocer owes it to himself and to the trade at large to put forth such efforts as he can to sell the idea of better methods to his customers at the same time that he sells them merchandise. If customers are to receive credit they can be required to submit net worth statements and should be induced to keep adequate records of their income and outgo. Suggestions can also be given them regarding methods of store arrangement in order to assist them in decreasing their operating expenses.

"In both the retail and the wholesale grocery trades it appears that the small firm when well-managed is holding its own in competition. There are many instances of merchants with a small volume of business who are performing their functions as economically as the large merchants. In fact the cost of doing business frequently is higher, in percentage of sales, in the case of firms with a large volume of sales than it is in the small business. With wideawake management there is no apparent reason why the small merchant should not continue to be successful."

Hugh Blain Re-elected

Despite his strongly expressed wish to retire, President Hugh Blain, of Toronto, was re-elected. Other officers elected were: First Vice-President, Armand Chaput (L. Chaput, Fils & Co., Montreal); 2nd Vice-President, Louis Petree (Louis Petree, Ltd.), Calgary; 3rd Vice-President, Chas. H. Peters (Baird & Peters), St. John; Treasurer, Thos. H. Kinnear (Kinnear & Co.), Toronto; Secretary, A. C. Pyke, Toronto.

Executive Committee—Alberta, John Home, Calgary, and P. J. Bradley, Edmonton; Saskatchewan, J. M. Bean, Weyburn, and J. D. Millar, Saskatoon; Manitoba, J. Weidman, Winnipeg, and A. O. Marrin, Winnipeg; Ontario, Col. Craig, Kingston, and G. R. Lloyd, Hamilton; Quebec, Z. Hebert, Montreal, and J. S. Boyer, Quebec City; New Brunswick, L. P. Scoffield, St. John, and J. F. Edgett, Moncton; Nova Scotia, L. K. Bayzant, Halifax, and D. A. Morrison, Amherst. As no wholesalers were present from British Columbia or Prince Edward Island, their representatives on the Executive will be appointed later.

The matter of choosing a place for the next convention was left to the executive.

RAISINS GOING FOR WINE SEND PRICES TO UNHEARD OF LEVELS

"PEOPLE aren't eating raisins any more. They are drinking them," remarked W. J. DeCorce, of the California Associated Raisin Co., Fresno, Cal., in the course of some remarks on the raisin situation in California, before the Canadian wholesale grocers' convention last week. "The raisin industry has put us in a position where we do not know where we stand. Fifty per cent. of the raisins went into wine last year. People are paying unheard of prices for them this year. Certain factions in New York boosted the price to undreamed of levels, for they know that raisins for 'booze' at $20 per bottle would bring a big profit.

"The California Associated Raisin Co. will have an estimated crop this year of 200,000 tons, but merchants have only been sold about 37½ per cent. of their last year's allotment. The average price has been around 24 cents per pound. Our prices are high—higher than we want. We are losing business that it has taken years to build up, that is, the housewife, the grocer and the baker. But circumstances are such that over them we have no control."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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EDITORIALS IN BRIEF FORM

THIS issue of Canadian Grocer is a British Columbia and London number. Articles outlining merchandising ideas of grocers in the Pacific Coast province, and also in the Forest City, will be found of interest, and their experience might be repeated with profit by many in the trade.

* * *

THE Western Fair in London, Ont., the week after next, will be the meeting place for many grocers in Western Ontario. The Pure Food Building erected there three years ago will be the interesting feature for the trade. This show is conducted by the London retail grocers, and is a fine piece of enterprise, in the way of exhibiting new as well as the better established food lines.

* * *

IF INTIMATE contact between men in the same profession were made more intimate, it would go farther toward bringing about that era of brotherhood for which most of us crave. Distrust would give way to trust. Men would learn to know one another better, and knowing one another would make for a broader understanding of motives. Interpretation of the acts of others would be guided by sympathy and sentiment instead of, as at present, heartlessness and harshness.

* * *

THE advertisements in the trade paper pay two classes—the advertisers who put them there and the dealers who read them.

THE SUGAR SITUATION

IN view of the announcement last week that refiners would guarantee sugar prices against decline, the drop of two dollars per hundred on Friday last came as a surprise to many in the trade. The summoning to Ottawa of the refiners, where a conference was held with the Board of Commerce, on Thursday of last week, was followed by the news of a reduction in refiners' quotations.

Two articles appearing in another part of this week's Canadian Grocer will be found of extreme interest by many who are keenly watching the situation in sugar, both in Canada and on the other side. One article, the statement of a man prominent in the wholesale grocery trade in the United States, sums up the case over there. Here possibly is found the real reason for the creation of a similar sentiment in this country—a sentiment growing in such strength that it demanded consideration by the Board of Commerce, and resulted in a decline being brought about in the Canadian sugar market.

The other article, to which reference is here made, contains the letter of a man prominent in the sugar trade in this Dominion and whose summary of the situation provides no reason for the decline other than what he terms the interference of so-called Government experts. He declares that the price of $24 ruling before this decrease was entirely justified and that there is no reason in the world why sugar prices should drop in the face of the high prices that refiners had to pay for the raws from which the sugar now available was manufactured. A decline, in his opinion, can mean nothing more than financial loss for the refiners.

The market appears to be one of quiet demand at the present time, both wholesale and retail trade buying cautiously. On account of the public sentiment and possible further action by the Board of Commerce, coupled with inactive demand, another decline would not be a surprise to the trade, although the price paid by refiners for the raw sugar they are now melting is against it.

Vital Statistics of Business Turnover

Important Light on Proportionate Sales of Various Commodities—Low End Merchandise is First Considered

By HENRY JOHNSON, JR.

SOMETHING the grocery business has needed for many years, even since the beginning, now has been done by a pioneer in grocery investigation. And, like so many other things that looked "impossible" to do, this turns out to be absurdly simple.

The thought is to learn accurately of what different commodities our sales consist, and in what proportion to the whole each is sold. Thinking of the hundreds of items we handle, it seemed a stupendous task to find this out. But it is done by taking a monthly inventory. Purchases are added and withdrawals for sale are deducted from stocks, and then it is merely a matter of detail to ascertain exactly how much of each item we sell.

Look at the chart carefully. You cannot study it too minutely. And it will fascinate you so that you will delight in the study. It reflects the grocery sales of June, 1919, in this store. Notice the proportion of sugar 13.608 per cent; butter, 12.969 per cent.; canned milk, 7.684 per cent.; eggs, 5.263 per cent.; butter substitutes, 4.298 per cent.; fats, 3.573 per cent., and flour, 2.682 per cent. Others you will find of similarly interesting purport.

Preponderance of Low-End Merchandise

I have selected these particular items for an important reason. They are all low-end merchandise; that is, they are all commodities which pay a gross margin that is less than the cost of doing business. Take the average expense at say, 16 2-3 per cent., and there is not an item among those I have selected that pays such a margin. Even if we take the lower figure which temporarily prevails in our business—14.6 per cent.—we shall find that none of the items quoted bears such a margin.

Now, if you add up the total of the items above listed, you will get 50.077 per cent. This shows that more than half of the goods the grocer sells in such a representative store are sold on a gross margin that is less than the cost of operation.

This is not news to enlightened grocers; but it is well to have it emphasized occasionally to bring home to grocers how careful they must be to be minutely accurate in their figures and fixing of prices.

Next, let us note what a valuable guide this is for the buyer. We have been in the habit, for example, of buying cleansers in lots of ten cases or over—to "get the inside price." This is not a line that spoils, so we feel that it goes out with a profit. Look down the line and note that all cleansers made up .027 per cent., or 27-1000 of one per cent. of the turnover of this month! Does that not point to the wisdom of buying such things in single cases—or less—and paying list for them? Surely it will be better to keep our money in the bank where we can get it for purposes of fast-moving things rather than lock it up in such snail-like articles!

Lots of Things Move Very Slowly

Look up the list: All canned vegetables, except peas, corn and tomatoes, make up only .028 per cent. of June sales; and the three great staples, peas, corn and tomatoes make up only 1.593 per cent. more. In fact, all the 46 classifications below cheese are sold each to the tune of less than one per cent. of the total turnover. Cheese itself, regarded generally as a summer food, accounts for only one per cent. and a slight fraction of the sales.

Does not this show us how many mistaken notions of turnover we have been entertaining? Does it not bring home to us in pointed fashion how easily we can afford to take chances through under-buying and how carefully we must be forearmed against overbuying?

The month of June is a summer month. It is a time, as we would all think, of heavy sales of sardines, clams and cove oysters. Yet all kinds of sardines only account for .367, or about one-third per cent. of sales. The others together give us only .025 per cent. Is not the lesson that all the 46 classes of goods which sell steadily in summer and which we must keep are such as must be bought short, sold and bought again?

Turning consideration, now, to the remainder of the list, we find 17 classifications which yield 86.733, or nearly 87 per cent. of our total June sales. Nine of these, cheese, canned peas, corn and tomatoes; salmon; coffee; tea; salad dressing; soap; fresh fruits and vegetables; and cured meats, are items which can be priced so as to yield a real profit above the average expense account. There may be an exception in cured meats; but even on those a net profit may be made most of the time, I believe.

Volume, Turnover, Speed, Economy of Operation

If this reasoning is sound, then volume based on rapid turnover, speedy sales, with every economy of operation possible, must furnish us net earnings. In fact, rapid turnover of short stocks is in itself a source of economy because of the short handling of short stocks. Where surplus must be handled and rehandled, the small stock can go on sale with one motion.

Another lesson: All is not gold that glitters. The long margins on certain of the commodities listed far down this chart are not the producers of revenue we think they are, because their total volume is to insignificant. Likewise, the humble items may be the bearers of real money to us. The short-margin items listed high up really make up our stand-bys for actual profits, because, while their margin is short, their turnover is rapid and economical.

Again, articles which are sold in quantity, without much dickering, demonstrating, and selecting, are much more economical to handle than items like sardines, for example, where the customer takes time to pick and choose and where the unit of sale is apt to be very limited.

Guide to Buying and Sales

This chart is an invaluable guide to the buyer. Here is a record for June of last year. Reference to it will show very clearly and reliably what will be in demand June, 1920, and June, 1921, with slight variation. For there are few changes of style in grocery purchases. An item here and there is sold more freely one season than another. Brands come and go so that what was a favorite last June may be passed up this year; but the sale of the various commodities will be just about the same.

So there could be no more helpful plan than that of taking a monthly inventory for at least one year. Work? Yes, a lot of work. But the most profitable kind of work and work which will yield more solid results than any other single task you could set for yourself.

Take the classifications shown in this list. Divide yours into the same kind, or nearly the same. Have them assembled on your shelves accordingly, so it will be easy to locate any item at any time by its proper place in the store. Then the task of inventorying will get easier every month. It will get especially simpler as you learn the great truth that it is best always to carry light stocks. If you have to count them up every month you will not want any surplus on hand—and you will realize, pointedly, how long many things stay with you!

Source of Information Ideal

The source of this information is ideal, for this pioneer investigator runs a groceteria, or self-service store, wherein nearly, if not quite, a million dollars worth of goods are sold in a year. The sales are uninfluenced by any salesmanship other than signs and price tags. It is automatic selling. It shows precisely what the people will select for themselves, and therefore indicates what the natural trend of merchandise is.

It further shows much greater economy of operation than the ordinary

Continued on page 58

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Wm. Dube, Montreal, recently suffered a loss by fire.

W. L. A. Brodie, who succeeded his father in the firm of Brodie & Harvie, in Montreal, was married last Wednesday, August 25th, to Miss Brownie Russell, of Montreal. Mr. and Mrs. Brodie left for a honeymoon trip to the Pacific Coast and will return about the middle of September.

The Belgo Canadian Trading Company, represented in Montreal by Mr. Sulpke, has procured for Canada the agency for some Dutch confections. Frank Rademaker's Cacao (cocoa) is one of them. Besides this they have a line of Dutch bonbons packed in one and two pound packages. Another is Hopjes (Dutch caramels). These lines have not been on the Canadian market for some years and the first shipments have only arrived in Montreal during the past few weeks.

The death occurred very suddenly on Sunday night, August 29th, of Arthur P. Lippett of Arthur P. Lippett & Co., 8 Place Royal, Montreal, at his residence, 463 Strathcona avenue, Montreal. Mr. Tippett was at church Sunday morning and apparently in fine health. He went for a walk after church and shortly afterwards complained of illness and passed away a few hours later. Mr. Tippett was in his 70th year and was a business man in Montreal of the firm of Arthur P. Tippett & Co., 8 Place Royal. The body was taken on Tuesday to Fredericton, N.B., for interment.

New Match Plant For Quebec Province

Six Million Dollar Plant Will Be Erected in the East by British Amalgamation of Four Companies

Montreal.—Through the medium of a Canadian associate company the enterprise of a recent amalgamation of four British match-manufacturing firms will erect a large mill in this Province and install a match-manufacturing plant at an investment of five million dollars.

This information was given out by Sir Alexander Maguire, the Chairman of the British amalgamation, who has been investigating conditions here for the past few weeks.

The management of the Dominion branch of the industry is to be in the hands of a directorate of twelve, six Canadians and six British: Sir Lomer Gouin and George Chapoon, President of the Laurentide Company, are the first two to be mentioned from this side.

Business Changes

J. Kershaw, Newmarket, Ont., has sold to H. H. Fockler.

D. W. Jessop, Sudbury, Ont., has commenced a grocery business.

D. Sweetman, Toronto, has sold to J. W. Jones.

W. J. Kemp, Toronto, has sold to Wm. Elford.

W. B. Challoner, Walkerville, has sold to J. A. Kirkland.

Oscar M. Doane, Toronto, has sold to J. M. Tuff of the same city. Mr. Doane has bought C. L. Stone's business.

GOOD FALL TRADE LOOKED FOR

Ben Billesdon, manager for Hargreaves (Canada) Limited, has returned to Toronto from a six weeks' business trip to Western Canada. He visited the firm's representatives in Winnipeg and Vancouver. He reports that while jobbers and retailers are buying carefully, business is steady. The crop is likely to turn out a good average one and business men in the West, he says, are looking for a good fall trade.

DOM. CANNERS' EMPLOYEES AT PICTON HOLD PICNIC

Picton. — The workers and families of the A. C. Miller branch Dominion Canners, Ltd., Picton, assembled for a picnic to the Sand Banks. Sports, races, etc., were indulged in by young and old, a good many carrying off useful prizes. Supper was then proceeded with. At this juncture all drew tickets, 13 of which were lucky winners of other prizes. The whole of the party then proceeded to the Outlet, where dancing was enjoyed until 11 p.m. G. Owens, manager of the plant, was in attendance.

New Goods

DAY & MARTIN'S POLISHES

One of the new lines on the Canadian market is the Day & Martin's Wax Shoe Polish, manufactured in England. The firm was established in 1770, and in addition to the regular shoe polish, they also manufacture liquid blacking, paste blacking in tins, boot creams in bottles, buckskin and canvas pearl dressings, dubbin, etc. Hargreaves (Canada), Limited, Toronto, Winnipeg and Vancouver, are the Canadian distributors.

Sir Thomas Lipton a Welcome Visitor to City of Toronto

Sir Thomas Lipton, the famous sportsman and head of one of the largest mercantile concerns in the world, was a visitor in Toronto this last week. Sir Thomas was in a genial mood when seen by Canadian Grocer at the King Edward Hotel, and stated that he was on a vacation and refused to make any statements regarding business affairs, tariff questions or politics. However, he had no objection in recalling the time some 17 years ago when he cornered the pork supplies of the world, and beat the Chicago packers at their own game. He was asked if he had any thought of establishing a chain of stores in Canada; he replied that he had not. The time was not yet ripe for that here, but perhaps when the population had doubled or trebled, something might be done. "Some of the happiest days of my life have been spent behind the grocery counter," he said. "That is where I first got my start, working from very early in the morning until late at night and sleeping in the back room and often behind the counter." On Friday he was the guest of honor at a dinner at the R.C.Y.C. and on Saturday he accompanied Sir Auckland Geddes to the Canadian National Exhibition for the official opening, and officiated as judge at the aquatic sports.

Border Cities R.M.A. Will Hold Pure Food Show

Windsor, Aug. 31.—A pure food and electric show is to be held in the Border Cities during the week of October 18-25, by the Border Cities Retail Merchants' Association. The latest announcements are to the effect that medals will be given to firms having the best exhibits in their particular lines and the indications are that the competition will be keen.

Although the plan of the floor in the armories has been only just opened officially, more than 25 of the 94 spaces have already been subscribed for by several pure food and electrical firms, while many others have forwarded requests for further information.

NEWS FROM WESTERN CANADA

WESTERN

R. F. Young, Gladstone Avenue and Fernwood, Victoria, B.C., has sold his business to Mr. Geo. Hammell.

A. H. Gasquoine, general manager of London O. T., Ltd., spent a few days in Winnipeg with his agents, the Stroyan-Dunwoody Co.

Sutherland and Robertson, Brandon, Man., have disposed of their grocery business to the Great War Veterans' Co-operative society. C. E. Irish will be the new manager.

H. P. Pennock, of H. P. Pennock & Co., western representative for the Atlantic Sugar Refineries, was in Toronto, taking part in the "Atlantic Sugar" convention of salesmen last week.

Codville Co., Ltd., Winnipeg, have been appointed exclusive selling agents for Winnipeg and district for Hamsterley Farm Jam Co., Ltd., of Victoria, B.C.

The Weyburn grocery, Weyburn, Sask., has leased a large portion of the Calgary brewing and bottling works building in Shannavon, Sask., and have established a distributing house for staple goods.

A. C. Andrew, Calgary manager for Donald H. Bain Company, is a visitor at the coast. He took in Vancouver Island during the trip, which is a pleasure trip as well as for business purposes.

Mr. Gasquoine did not visit the West but hopes to do so on his next trip to Canada. He expressed great confidence in the splendid opportunities and resources of both Eastern and middle Western Canada, and looks forward to a great expansion of his Canadian business within the next few years.

Col. John W. Chambers has left Winnipeg on an extensive selling trip in Eastern Canada. Col. Chambers, who has been spending a few days with the Stroyan-Dunwoody Co., Winnipeg, Western agents, expressed himself as very optimistic as to future business in his lines throughout the West, and stated that the public were evincing a strong support to English pure fruit drinks.

S. M. Screaton, for the last 12 years sales manager for Mason-Hickey, and previously with Edward Adams & Co., wholesale grocers, London, Ont., has entered the field for himself, and has gone into partnership with A. D. Norman as manufacturers' agents. After the first of September, the firm will hereafter be known as Messrs. Norman & Screaton, and will be found at 208 Scott Block, Winnipeg, Man. This firm will continue to cover the territory from Port Arthur, Ont., to the Pacific Coast.

New Manager of Grocery Dept. of Hudson's Bay Co.

Vancouver, Aug. 31.—John H. Richdale is the new manager of the Hudson's Bay Co., Vancouver, B.C. grocery department. Mr. Richdale is not new to Vancouver, nor indeed, the British Columbia trade, having been associated with the Hudson Bay Company's stores for many years. He has at various times resided at Victoria, Port Simpson, Kamloops and Nelson, always working for the success of this world famous company. With the closing of the Vancouver wholesale depot of the company, two years ago (it now only serves the company's own branches and trading posts) Mr. Richdale accepted a position with San Francisco's oldest and most exclusive grocery firm, Goldberg, Bowen & Co., being in charge of their fancy imported grocery specialty department. Mr. Richdale returns to Vancouver with an extended knowledge of "de luxe" groceries.

BRITISH COLUMBIA

H. G. Bentley will succeed C. W. Stelfox, Wyatt Bay.

T. H. Wilson, Silverton, is now incorporated as Wilsons, Ltd.

Watson & Carscallen has succeeded Charles Sumner of Abbotsford.

Wm. Giver has taken over the business of Thos. Lowes, at Red Deer.

S. Gould succeeds P. D. Johnston of the Thorburn Grocery, Victoria.

The Otter Shingle Co., of Aldergrove, has been taken over by M. C. Walker.

Mrs. G. Dunn has succeeded T. Nix, of Kingsway & Tyne street, Vancouver.

J. W. Asaph has taken over the business of Chas. Traughton, Mission City.

E. Keely has taken over the business of Wm. Alexander, Lakeview Station, B. C.

The business of Keeler & Son, Keremeos will in future be run by G. G. Keeler.

The business of Horner & Milton, Victoria, will in future be carried on by T. Horner.

Jardine & Dickinson of Kerrisdale will in future be known as Labelle's grocery.

The business of Sipprell & McDonald has been taken over by W. Murray, Aldergrove.

The establishment of Everett & Duncan of Dollarton is now run by F. C. Everett.

G. H. Johnston has succeeded Mrs. A. McIntosh at 23rd and Main street, Vancouver.

E. B. Ladner has been succeeded by T. A. Hodge, of 5406 Main St., South Vancouver.

W. Waltham will in future run the business of S. Campbell, 6th and 13th avenue, E. Burnaby.

J. Gardiner will in future carry on the business of F. B. Britton, of 1028 Robson St., Vancouver.

Evans & Son will in future conduct the business of Geo. Fisher, of 3425 Broadway W., Vancouver.

Landon & McNutt have taken over the business of S. Butler, Q. & S., 2606 Granville street, Vancouver.

B. Kanshi Ram has purchased the business of the Punjab Trading Co., Georgia street east, Vancouver.

Thos. F. Blumberg has recently purchased the business of Mrs. R. Emel, of 12th and Oak street, Vancouver.

Coates & Co. have sold their business at the corner of Burrard & Davie St., Vancouver, to Messrs. McPherson Bros.

The business of McCarter, Lampman & Housley, Carmiden Bay, has been turned over to the Helen Bay Logging Co.

Victoria.—A new co-operative store has been opened in Victoria under the name United Co-Operative Association. Groceries, meats, vegetables, fruits are handled, a very complete butcher store taking care of the meat business. Prices are the same as the regular grocery stores, the members sharing on a dividend basis. Membership costs $10.

A. MacDonald, head of the chain of wholesale grocery houses that have made his name a familiar one in Western Canada, passed through Vancouver on the 17th. Asked by Canadian Grocer Mr. MacDonald stated that the visit was solely for domestic reasons. Mr. MacDonald shows all the vigor of a man of forty—despite the fact that his years are double that number.

Regina Travellers' Hold Happy Picnic

Enjoyable Day Spent by the United Commercial Travellers and Their Friends

Regina.—The annual picnic of the United Commercial Travellers at Hungry Hollow recently was attended by fully three hundred travellers with their wives and friends. From all angles the outing was a distinct success. E. R. Cameron, chairman of the general picnic committee, proved himself an able organizer, and won much praise for his efforts and G. P. Millan and Dave Best also acquitted themselves nobly in their preparations for conveying the party to the picnic grounds.

Senator Laird acted as judge of sports. The Boy Scouts' band was in attendance.

CRESCENT MFG. CO., SEATTLE, ARE ENLARGING PREMISES

The Crescent Manufacturing Company, Seattle, Wash., have leased the three-story building adjacent to the Crescent structure on Occidental St.

Alterations will begin immediately which will double the capacity of the Mapeline Division, one floor of the new quarters being given over to the packing of this product. The Crescent Flavorings, Ice Cream Powder, Confectioners' and Bakers' Supply Departments will also be expanded to practically twice present size.

WELL WORTH THE MONEY

Enniskillen Station, N.B.

MacLean Publishing Co.

Four dollars is enclosed to cover our yearly subscription to Canadian Grocer. Aside from the market reports, etc., we feel that our old friend Henry Johnson, Jr.'s advice in each issue is well worth the four dollars.

August 19, 1920.

Thorne & Co.

Crops in Some Alberta Districts Equal to 1915

Hanna, Alta. — Crops in Strathmore area are fairly typical of conditions east of Calgary, with the exception that there has been some hail damage at Gleichen and Cluny. The district of Munson has a fine crop, considered to be almost, if not quite, equal to 1915, when average was round 40 bushels. From Munson and Hanna, through Delia and Craigmyle districts, the crop is very good. Some of the crops are ready to cut, but much is quite green and is filling and ripening. East from Delia crops are more nearly ripe, and north of Craigmyle quite a few fields of both wheat and oats are cut. The number increases as Hanna is approached. Straw of all kinds of crop is clean and bright. Few flax crops are grown in this territory, and very little barley. Around Munson spring was very late, and many of finest stands of wheat were not seeded until nearly end of May. All cattle around district are in fine shape.

Southern Alberta Crop

Dry weather during August will reduce wheat yield in southern Alberta by about 2,000,000 bushels, or almost two bushels to the acre. Grade of grain, however, will be No. 1 in the majority of fields.

Frost Hurts Potatoes

Potatoes in unprotected fields and gardens are black as a result of frost on August 19th. Beans, cucumbers and other garden stuff, susceptible to light frosts, also suffered.

LITTLE BUYING OF SUGAR

(Continued from page 29.)

adding freight, exchange and duty. When the market justified a price of 30c for granulated in Montreal the Board of Commerce limited the refiners to 21c. Now when refiners are melting raw sugar for which they had to pay high prices they must in self preservation maintain their present high price of 24c., as otherwise they would make a serious financial loss. The refiners could look on a reduction of price with equanimity if the Government had not prevented them from providing a fund to take care of the market decline.

"It may be the province of the Government to safeguard the public against combines and actions in restraint of trade, but when petti-fogging officials are endowed with power to put cogs in the wheels of the natural machinery that is operated by the law of supply and demand it is a crime. There is every excuse for the refiners keeping the price where it is. Sugar refiners have to buy their raw supplies months in advance of their melting requirements, and the stocks the Canadian refiners are now working on were bought because they had to be, when the market was high. The refiners not only paid 18½c., but up to 21½c. for raws, and as these prices are in bond at New York the equivalent costs to the refiners duty paid at Montreal for their raw material are from 23c. to 26c. per pound.

"You, Mr. Editor, can tell that the cost of running a sugar refinery has greatly increased, when, as a result of the increased cost of operation, you are obliged to raise the selling price of the Gazette which nobody will grudge to you. Therefore, adding the cost of refining, distribution, etc., the refiners would be justified, on the basis of their cost, in making a wholesale selling price for granulated of 27c to 30c. per pound.

Shortage Still Exists

"The decline that has been established for raw sugar in the New York market, from causes which I need not occupy your space explaining, has not enabled the Canadian refiners to reduce the cost of their stock of raw sugar. If what caused the break had not developed sugar probably would have sold at 50c per pound this fall. There has been only a small quantity of raw sugar sold on the decline, the sales being all practically confined to sugars in "distress" which the Canadian refiners have not been free to avail themselves of owing to their having all the sugar they require, which they were obliged to buy when they did.

"The shortage of sugar in the world still exists and many of the best informed believe that it will again be felt and result in higher prices before the new crop is available, which is after the turn of the year.

"The next four months are the period of the heaviest consumption, and when the second-hand stocks are used up (stocks which were created by Government officials urging the trade and consumers alike to lay in supplies, and by the Government preventing the refiners from exporting when there was a demand from other countries, thereby causing an accumulation of sugar in Canada) there should be a demand for sugar that will quickly absorb the refiners' stocks, for which everybody should be willing to pay the price the refiners require to get for their sugar to prevent them from unnecessarily losing money.

"The essential thing to avoid a repetition of the artificial conditions we have had to submit to this year is for the Government to keep its hands off commercial affairs and leave the law of supply and demand to regulate prices."

Thomas Watt, for many years a member of the firm of George Watt and Sons, wholesale grocers, Brantford, Ont., passed away very suddenly at his home in that city on Sunday last. He was 63 years of age, and is survived by his widow, five sons and one daughter. He had been a resident of Brantford for a great many years.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets for general groceries are steady with a slight shading in price on some lines and advances on others. Wholesalers and manufacturers report business more active this past week but retailers generally have adopted the hand-to-mouth buying policy although they too report business more brisk.

MONTREAL—Lower prices are announced on sugar but merchants seem to be far from satisfied with the decline. Molasses have taken a drop more in keeping with the raw sugar market. Everbody says, "Flour will drop," but there is nothing definite as to how much or when. The vegetable market is still well supplied with local produce at lower prices. Dried fruit and nuts will be dearer this fall. New canned fruit quoted at slightly lower prices. Lubricating oils and greases are dearer. Tea may be cheaper. Butter is dearer this week. Eggs hold to their high prices. Fresh meats are strong, market poorly supplied. Heavy harvest effects dairy produce prices. Fresh lake fish in better supply. Sugar is cheaper as is also molasses. Oranges are dearer. Some miscellaneous changes.

TORONTO—There are no new developments in the sugar situation since the decline last Friday. There is practically no movement in sugar and whether further declines will materialize will depend somewhat on the American market and to just how long it will take the available supply of second-hand sugar to be cleared off the market. The weak condition of the corn market, together with the recent decline on sugar, tend to make an easier tone in corn syrups and declines on this commodity are not unlikely. One brand of cornflakes which recently advanced have reduced prices to the old basis. The cereal market has a weak undertone and it has been intimated that lower prices will prevail in the very near future. Currants have advanced in primary markets but local stocks are unchanged. Sales in the United States of new crop California raisins are reported to be heavy but orders from Canada are not as yet going through very freely. The Bee Keepers' Association are holding out for high prices on honey but produce men state their prices are too high and are bringing in New Zealand honey at considerably less money. Oranges are quoted higher and the market for the same is quite firm. Potatoes are scarce at present but this condition is only temporary, due to difficulty in getting supplies from the farmers who are now busy with autumnal work. Flour has declined 60 cents to $1.60 per barrel.

The produce and provision markets show few changes this week. Butter and eggs have advanced slightly. Shortening has again declined in weak market. Poultry and fish are holding steady.

WINNIPEG—The main feature this week was the decline in the sugar market. Canadian refined sugar is selling cheaper in the prairie provinces than it is in Eastern Canada. New packed canned salmon, strawberries and Cuban pineapple arrived on the market this week. The bean market is very firm and while inferior qualities are being offered the better grades remain firm. The dried fruit situation is noted by the lack of interest being taken by the jobbing trade, this is accounted for to a large extent by the fact that the jobbers have found the high prices of last year's goods materially cut down their volume of trade in these lines, and they are adopting the policy of deferring the purchase of goods until in actual need of them. A moderate interest is being shown in the raisin situation as it is realized that the new crop of raisins will come on an absolute bare market, although they consider the opening prices are unduly high. The shelled nut market shows a much firmer tendency.

QUEBEC MARKETS

MONTREAL, Sept. 3.—Lower prices are announced on sugar but merchants seem to be far from satisfied with the decline. Everybody says flour will drop but there is nothing definite as to how much or when. The vegetable market is still well supplied with local produce at lower prices. Dried fruit and nuts will be higher this fall. New canned fruit is quoted at slightly lower prices.

Sugar Prices Breaking Up

Montreal.

SUGAR.—During the week there has been a drop in the refiners' quotations for granulated sugar. This drop amounts to 2c per lb., but is not considered a very great concession by either the wholesalers or the retailers in this city. In view of the great slump in th market for raw sugar this drop of 2c per lb. is looked upon as being away out of proportion. A great many of the grocers of this city are selling sugar at the present time below the refiners' quotation. The sugar is being obtained some place unknown, at figures considerably below refiners' quotations. One theory given to Canadian Grocer is that some of the brokers handling sugar fear a break up in the sugar market and are unloading as quickly as possible the large stocks they have on hand. If the raw sugar market continues as it has been for the last three or four weeks, another decline in the price of sugar must follow.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	22 00
Acadia Sugar Refinery, extra granulated	22 00
Canada Sugar Refinery	22 $$
Dominion Sugar Co., Ltd., crystal granu.	22 00
St. Lawrence Sugar Refineries	22 00
Icing, barrels	22 20
Do., 25-lb. boxes	22 60
Do., 50-lb. boxes	22 40
Do., 50 1-lb. boxes	23 70
Yellow, No. 1, bags	21 60
Do., barrels	21 65
Dark Brown	21 40

Molasses Prices Decline

Montreal.

MOLASSES.—There has been a drop of 15c per gallon in the price of molasses this week on account of the condition of the raw sugar markets. The drop in the price of molasses is considerably more than the drop in the price of granulated sugar. The reason for the difference is perhaps that the demand for granulated sugar is much greater than that for molasses. The Island of Montreal are now selling at $1.50 and for outside $1.45.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 50
Barrels	....	1 53
Half barrels	....	1 55
Puncheons, outside city	....	1 45
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

No Change in Package Goods

Montreal.

PACKAGE GOODS.—There is not any change this week in the price of package goods. The market continues firm with a good demand for prepared cereals. Corn flakes are back at the old basis again.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—There is no change in the price of either coffee or cocoa this week. The market is firm in both lines and the demand continues very good.

Spices Will Improve Soon

Montreal.

SPICES.—The spice market continues very quiet and the fall trade has not begun to show itself. It is expected that this will follow early this month and a bigger sale will be expected. In the meantime there is no change in price.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rice Market Very Quiet

Montreal.

RICE.—The rice market here is very quiet with an unchanged sales basis. The movement is very slow on the market at this season.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Tea May Be Lower

Montreal.

TEAS.—There is no definite change in the price of tea this week. The sales are fairly heavy, the biggest demand being for the more expensive tea. The prices, however, seem to have a weaker tendncy and although quotations are not changed the feeling on the market is that lower prices may be expected.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Peanut Market Stronger

Montreal.

NUTS. — There is no change in the nut market this week. Prices still differ considerably. The prices for the fall will be higher but no quotations are at hand yet. The peanut market is stronger this week and indications are that higher prices will prevail shortly. Brazil nuts are quoted four cents a pound dearer this week at 32c.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68

Do., Jordan	....	0 75
Brazil nuts (new)	....	0 32
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Higher

Montreal.

DRIED FRUITS.—The shortage of dried fruits due to the abnormal demand for some lines, both in Canada and the United States, is moer apparent every day. The prices for the new crop will be higher as those making such heavy demands on the market, particularly for raisins, are prepared to pay higher prices. Quotations for the new crop are not available yet. Figs and dates will also be dearer, it is reported

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

New Pack Pineapple

Montreal.

CANNED GOODS.—The new Canadian pack of sliced pineapple is offered on the market this week at $4.80 per doz. The supply is not very large, however. The new pack of blueberries in 2 lb. tins is quoted at $2.25 per doz. This is slightly lower than last year's prices on blueberries. The crop was fairly heavy.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 00
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Axle Grease Advances

Montreal.

AXLE GREASE.—There has been an advance this week in the price of axle grease, the yellow, 4 doz. to a case, has advanced 30 cents per case to $8.60. Mica in 1 lb. tins, 4 doz. to a case, has advanced 30 cents to $9.25. The Mica, in 3 lb. tins, 2 doz. to the case, has advanced 45 cents to $11.60 per case. The advance is general in all lubricating oils and greases.

Apples and Peaches Lower

Montreal.

FRUIT.—There is a splendid supply of fruit on the market this week. Niagara peaches have come through in good supply and under splendid conditions. They are being sold at $1.25 for large baskets. Pears are selling at $1.75 a basket. Canadian fruit is dominating the market. There has been a splendid apple crop in the Eastern districts and Duchess apples are selling at $7.00 and $6.50 a barrel. Oranges are a little more expensive, there being an advance of 25 per cent. on a crate on nearly all quotations.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	6 50	7 00
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	9 75
Do., 100s and 150s	....	8 75
Do., 176s and 200s	....	9 75
Cal. Navels—		
80s, 100s	....	7 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 50
Florida, case	....	6 00
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Canadian Peaches, 11 qts.	....	1 25
Plums, 11 qts.	....	0 90
Pears, 11 qt. basket	....	1 75
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50

Vegetable Prices Lower

Montreal.

VEGETABLES.—Still lower prices follow on many vegetables this week. In some lines the market has quietened down with steadier prices. Corn is selling from 15 to 20 cents a dozen. Beets and carrots are cheaper, selling at 25c a dozen. Cauliflower has dropped about 50 cents a doz. to $1.50. Montreal cabbage is selling for 50 to 65 cents per doz. The season for market gardening has been very good indeed and prices are lower than they have been for many seasons.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag.)	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal Tomatoes, per box	0 50	0 75
Cauliflower, per doz.	....	1 50
Spanish Onions, per case	....	5 75

Lower Flour Prices on the Way

Montreal.

FLOUR.—"How soon will the change in the price of flour come?" seems to be the question on the market today. It is granted that the change will come. Millers are very optimistic about the wheat situation and the resulting price of flour. One miller today said to Canadian Grocer: "The change may come in a few days, it may be in a few weeks, but it is almost sure to be within thirty days. About the third week in September is the most logical time."

ONTARIO MARKETS

TORONTO, Sept. 3—The feature of the markets this week is the decline of $2.00 per hundred on sugar. There is an unsettled market for corn syrups with a possibility for lower prices. Cornflakes are lower. Cereals, both package and bulk, are weak. New pack Clover Leaf salmon is offered. One brand of chicken soup has advanced. Dried fruits are strong. Rice is firm. Potatoes are temporarily scarce. Oranges are higher.

Sugar Unsettled

Toronto.

SUGAR. — Immediately after the meeting of the Board of Commerce and the refiners, sugar declined $2 per hundred, and the board is taking the credit for bringing down the price; on this point refiners have nothing to say. Refiners still claim that they have considerable raw sugar bought at high prices. The fact that sugar has slumped in the United States probably had something to do with the decline here, as sugar can be bought over the border and laid down in Canada at a lower figure than that quoted by the refiners. There is practically no movement in sugar at the present time, and whether further declines will materialize will depend on the American market and on the quantity of available second-hand sugar. Some resales of granulated have been made at prices lower than the market. Yellow sugar is offered in one quarter at $20.71. In the meantime it is good policy to buy sugar on the hand-to-mouth basis.

St. Lawrence, extra granulated, cwt.	$22 21
Atlantic, extra granulated	22 21
Acadia Sugar Refinery, extra granulated	22 21
Dom. Sugar Refinery, extra granulated	22 21
Canada Sugar Refinery, granulated	22 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow augars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Easy

Toronto.

SYRUPS. — The market for corn syrups is unsettled. There is very little demand at the present time either by wholesalers or retailers. The weak condition of the corn market and the recent decline in sugar tend to make an easier tone in corn syrups, and a decline on this this commodity are not unlikely.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 66
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cornflakes Lower

Toronto.

PACKAGE GOODS.—Another change has taken place on corn flakes, Kellogg's Waxtite is now quoted at $4.20 per case. McKay's Cream of Barley has advanced to $6.40 per case. Purity oats are down to $5.60 per case. Other quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 40
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters	....	0 16
Do., in 6-lb. wood boxes	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Cereals Are Weak

Toronto.

CEREALS. — The cereal market has a weak undertone, and it has been intimated that lower prices will prevail in the very near future. There have, as yet, been no price changes, but rolled oats and corn meal can be bought in some quarters below actual market quotations.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	6 00	6 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

New Salmon Offered

Toronto.

CANNED GOODS.—New pack Clover Leaf salmon is offered at $5.95 per doz. for flat ones, $5.80 per doz. for tall ones and $3.20 per doz. for halves. Aylmer cherry jam in 16-ounce jars is quoted at $4.65 per doz. Connor Bros. clams, cases 48-20 ounce tins at $8 per case. Wholesalers report that there is little demand for jams and canned goods, retailers generally not wanting to stock up at the present prices. Clark's chicken soup has advanced to $2.45 per dozen. The pack of Norwegian Brisling sardines is reported light.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	....	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Dried Fruits Strong

Toronto.

DRIED FRUITS. — The dried fruit markets generally are strong. Currants have advanced in primary markets but locally prices are unchanged. Sales in the United States on new crop California raisins are reported to have been made although orders from Canada are not going through very freely. Large stocks of Spanish Valencia are expectted to arrive, but opening prices have not yet been named. Spot stocks of raisins are not large and it is very doubtful whether the new crop will arrive much before Christmas.

Evaporated apples	....	0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s	....	4 55
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½

Spices Unchanged

Toronto.

SPICES. — There is little movement in the spice market, which remains easy. Quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Tea Market Steady

Toronto.

TEAS. — The tea market is fairly steady, with a firm undertone in primary markets. Quotations on spot stocks are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Steady

Toronto.

COFFEE. — The coffee market is unchanged in so far as spot stocks are concerned. Coffee futures, however, have opened at lower prices but this will not affect this market for some time. The demand has somewhat improved.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

New Zealand Honey to Arrive

Toronto.

HONEY. — The Bee-Keepers' Association are still holding out for 28 cents per pound on honey. Produce men refuse to pay this price as they state that it is too high. Shipments of New Zealand honey are expected to arrive any day, and produce men state that they are laying this down around 23 cents per pound; they also state that they expect to buy American honey very reasonable.

Rice Market Firm

Toronto.

RICE. — The primary market for Southern rice has developed a firmer tone. The demand is quiet at this season.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Nut Market Firmer

Toronto.

NUTS. — The nut market is fair and quotations are steady. Spot stocks of shelled walnuts are fairly well cleaned up, and quotations are slightly firmer. Unsweetened cocoanut is easier and quotations are down three cents per pound, being now quoted at 35 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	....	0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	....	0 17
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Oranges Are Higher

Toronto.

FRUIT. — Valencia oranges are quoted 50 cents to $1 per case higher, and the market is firm. Canadian fruits are in abundance, with prices steady to easy. Crawford peaches are arriving freely at $1.50 per 11-quart basket and 85 cents for 6-quart basket. A few huckleberries are offered at $3 to $3.50 per basket. Plums are offered at 40 cents to $1 per basket, according to variety.

Oranges, Valencias—		
126s	....	8 50
150s	....	9 00
176s, 200s, 216s, 250s	....	10 00
Bananas, Port Limons	....	11 00
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	5 50
Grapefruit, California, 80s, 96s	4 25	4 50
Watermelons, 26-lb. aver., each	....	1 00
Cantaloupes, Cal., case, 45s	....	5 50
Georgia Peaches, 6-bskt. crates	....	5 75
Blueberries, bskt.	3 00	3 50
Lawton Berries	....	0 35
Pears, Bartlett's, box	....	6 50
Grapes—		
California Malaga, box	....	4 75
Apples, Duchess, box	....	2 00
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 75	1 00
Peaches, 6-qt. basket	....	0 85
Do., 11-qt. basket	....	1 50

Potatoes Scarce

Toronto.

VEGETABLES. — Potatoes are rather scarce at the present owing to the fact that farmers are busy with the harvest, making supplies difficult to obtain. Spanish onions have arrived and are quoted at $6.75 per large crate. Other vegetables are in abundance at reasonable prices.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack	....	4 25
Do., Spanish, large crate	....	6 75
Do., Do., small crate	....	3 50
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. bskt.	....	0 40
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 50
Celery	....	1 00
Egg plant, 11-qt. bskt.	....	1 00
Potatoes, per bag	2 00	2 25
Corn, per doz.	0 20	0 25

Flour Declines

FLOUR.—Coinciding with the exit of the Canada Wheat Board, flour has declined 60 cents to $1.60 per barrel. Old crop standard government flour that has been quoted at $14.85 is now $14.25, a decline of $1.10 and second grade is are now going back to the pre-war system of milling and will again use the patent process. The new crop patent flour is now quoted at $13.75 per barrel, a decline of $1.10 and second grades is quoted at $13.25, a drop of $1.60 per barrel.

WINNIPEG MARKETS

WINNIPEG, Sept. 3—Few changes are noted in the markets this week. Sugar has shown another decline and the market has a decidedly easy tone with a tendency for a further decline. New pack sockeye salmon is on the market and offered at $21.75 per case for ones and $23.50 for halves. The primary market for peppers has advanced one cent per pound. New Orleans rice has arrived on the market and is quoted at lower prices. Shelled almonds are firmer. Some lines of canned meats and soups have advanced, also one brand of baking powder.

Sugar Declines

Winnipeg.

SUGAR.—The New York raw sugar market continues very weak, with further decline. Refiners are not purchasing at market quotations, and they do not seem at all interested. Some bids, however, have been made, but they are much under the market quotations. It looks as if a further decline will have to take place before buyers and sellers can get together. The tone of the general sugar market is weak, but there seems very little chance of further decline in Manitoba as sugar prices are now 1½ cents per pound lower than sugar quoted in Eastern provinces. Sugar is being offered to the trade at $21.65 per hundredweight.

Redpath, granulated, 100-lb. bag	....	21 65
St. Lawrence, gran., 100-lb. bag	....	21 65
Atlantic, granulated, 100-lb. bag	....	21 65
Dominion, granulated, 100-lb. bag.	....	21 65
Acadia, granulated, 100-lb. bag.	....	21 65
Yellow Sugar, No. 2, 100-ib. bag	....	....
Powdered Sugar, 50-lb. boxes, per cwt.	....	23 90
Icing Sugar, 50-lb. boxes, per cwt.	....	24 00
Lump Sugar, soft, 100-lb. boxes	....	24 10
Do., hard, 100-lb. boxes, per box	....	24 30
Cubes, 100-lb. boxes, per box....	....	23 90

Corn Syrup Unchanged

Winnipeg.

SYRUPS.—There is practically no change in the corn syrup market this week. With the increased freight rates in view we cannot see any decline in corn syrups for at least another forty-five days.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case.....	....	9 45
5-lb. tins, 1 doz. in case.....	....	11 25
10-lb. tins, ½ doz. in case.....	....	10 75
20-lb. tins, ¼ doz. in case.....	....	10 50
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz....	....	24 50
Pure, 10s, per case of ½ doz...	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	6 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Market Steady

Winnipeg.

STARCH.—From the latest reports manufactured starches have declined a half cent a pound and are being offered at 8½ cents a pound to manufacturers. Glucose has declined a cent and a half this week and is now being offered at $8.85 per hundred pounds net f.o.b. Winnipeg.

New Canned Salmon Arrives

Winnipeg.

CANNED GOODS.—The new pack of canned sockeye salmon is now on the market and is being offered at $21.75 for 1s, tall, and ½s, flat, $23.50. In spite of the difference, however, between sockeye and cohoes and the low price of pinks buying has been heaviest for the best grade of sockeye. The new pack canned strawberries and Cuban pineapple arrived this week. The Dominion Canners, Ltd., of Hamilton, Ont., advise that their pack of tomatoes will be available for shipment very shortly. There is, however, only a very limited quantity, but same will serve to fill the requirements of those whose stocks will be exhausted before the general pack is available.

Bean Market Firm

Winnipeg.

BEANS.—Oriental beans, which are used very largely throughout the Prairie Provinces, show at present a wide spread in quotations. For those not familiar with the out-turn of 1919 the crop may be somewhat misleading. The situation is that, No. 1 quality Oriental beans are difficult to obtain, and prices are ruling very firm for beans of the above description. The markets, however, are overloaded with beans of inferior quality and these are being sold for what they will bring.

Tea Remains Unchanged

Winnipeg.

TEA.—There has been no change in the tea market this week. Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

Coffee Market Quiet

Winnipeg.

COFFEE.—The primary coffee market is very quiet with very little interest being shown. The general opinion is that the market will advance considerably as spot stocks have been cleared up. The Rio coffee market advanced 1½ cents per pound this week. As far as the local market is concerned coffee is in fair demand, with practically no change on the higher grades.

Pepper Market Firm

Winnipeg.

SPICES.—The primary pepper market is firm and it is reported that black pepper advanced 1 cent per pound, while white pepper advanced 1½ cents per pound.

Rice Quoted Lower

Winnipeg.

RICE.—New Orleans rice has arrived on the market and is considerably lower than for previous months.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 15½
Do., 50-lb. sacks, lb.	....	0 15¾
Siam, Elephant, 100-lb. bags..	....	0 13
Do., 50-lb. bags, lb.	....	0 13½
Sago, sack lots, 130 to 150 lbs, per lb.	....	0 11¼
Do., in less quantities, lb. ...	....	0 11¾
Tapioca, pearl, per lb.	....	0 10

Dried Fruits Quiet

Winnipeg.

DRIED FRUIT.—The outstanding feature of the dried fruit situation is the lack of interest being taken by the jobbing trade in the new crop goods at the high opening prices. This is accounted for to a large extent by the fact that jobbers have found the high prices of last year's goods materially cut down the volume of trade in these lines, and are adopting a policy of deferring purchases until in actual need of the goods. If any exception to the above it is in the case of raisins, a moderate interest is being shown because it is realized that new crop of raisins will come on an absolutely bare market, although prices which have been named are considered unduly high.

DRIED FRUIT

Evaporated Apples, per lb.....	....	0 20
Currants, 90-lb., per lb.....	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30

Shelled Almonds Firmer

Winnipeg.

NUTS.—Shelled almond market shows a much firmer tendency this week. Quotations on new crop of shelled almonds show an advance of 2 to 3 cents a pound. New crop of extra Bordeaux halves are being offered for December and January delivery at reasonable prices as compared to the prices of new cracked shipments arriving here in October and November. No. 1 Spanish shelled peanuts are being offered at 12½ cents a pound

f.o.b. Virginia; the market is a little erratic.

Bananas Very Scarce

Winnipeg.

FRUITS.—Fruits are in good demand and prices are practically the same as quoted in last week's issue. Bananas have been very scarce and fruit houses report that they have been unable to fill some orders. There is a tendency for an increased price. New Washington apples, pears, plums, and peaches are arriving; blueberries remain very scarce and prices for same are high.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14
Peaches, Cal., case	....	2 75
Plums, per case	4 50	5 00
Canteloupe, Stand., 45s, per case	....	7 50
Do., flats, 12s to 15s, per case	....	3 50
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	10 00
176s	....	9 50
150s	....	8 50
126s	....	7 50
New Apples, per box	....	4 25
Pears, Cal., per case	....	7 50
Raspberries, per case	....	7 50

Vegetables Are Lower

Winnipeg.

VEGETABLES. — Ontario tomatoes are arriving freely and are now being offered at $1 per basket. Local Manitoba tomatoes are arriving freely and are being offered at 12½ cents a pound. Cabbage, beans, carrots, peas, and other vegetables are in abundance and prices remain the same.

VEGETABLES		
Carrots, new, per lb.	....	0 04
Beets, new, per lb.	....	0 03
Turnips, new, per lb.	....	0 03
Leaf Lettuce, per doz.	....	0 30
Radish, per doz.	....	0 65
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz.	....	2 25
Cabbage (new), per lb.	....	0 04
New Potatoes, per bushel	....	2 00
Onions (Cal. Bermuda sack), per sack	....	5 00
Peas, per lb.	....	0 10
Cauliflower, per doz.	....	1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 03½
Tomatoes, per basket	....	1 50
Head Lettuce, per doz.	....	0 75

Canned Meats Higher

Winnipeg.

MISCELLANEOUS.—Following lines of Clarke's canned meats have declined from 10 to 45 cents per dozen and are now selling as follows:

C.C. Beef, 1s	....	4 25
Do., 2s	....	8 50
Roast Beef, 1s	....	4 25
Do., 2s	....	8 50
Boiled Beef, 1s	....	4 25
Do., 2s	....	8 50
Potted and Devilled Meats, ¼s	....	0 90
Do., ½s	....	1 50
Pate de Foie, ¼s	....	0 90

Clarke's Chicken Soup advanced 55 cents a dozen, and is now being quoted at $2.45 per dozen. Eggo Baking Powder advanced all the way from 10 cents to 50 cents a dozen according to size. Four oz. cans, $1.55; 9 oz. cans, $2.85; 12 oz. cans, $3.65; 16 oz., $4.45; 2½s, $9.85; 5s, $18.50; 10s, $25.80; 2/60s, $24.60.

VANCOUVER MARKETS

VANCOUVER, Sept. 2.—Sugar has declined another $1.00 per hundred, bringing the price down to $21.00. Rolled oats has declined. Prices on new pack peas, fruits and salmon are announced. Tapioca and sago are in a weak market. Nuts are likely to be lower. Peanut butter is lower. Oranges are quoted higher. New peels are quoted at higher figures.

Sugar Declines

Vancouver.

SUGAR.—A recent decline of a dollar a hundred brings the price to $21.00.

Rolled Oats Lower

Vancouver.

CEREALS.—A decline is announced of 40 cents per gunny on two brands of rolled oats.

New Canned Peas

Vancouver.

CANNED GOODS. — The prices of canned peas, new season's pack, stands at $2.10 and $2.25 for Early June. The following prices prevail on canned fruit, this season's pack:—Raspberry, $5.75; strawberry, $5.25; loganberry, $5.75; lawtonberry, $4.75. Singapore pineapple on the market sells at $3.75. Sockeye sells to the trade at: talls 21.50; half flats, 23.00. There is more inquiry about pilchards every day. The pack so far has not been big, but there is still time for a good run, and after the sockeye have been taken care of, a good pack of pilchard should be canned. A steady sale for pilchard is enjoyed in Vancouver and Victoria, the fish caught so far this season are in prime shape, and the price is still quite attractive.

Sago is Weak

Vancouver.

SAGO.—Sagos and tapiocas are weak. The price is $8.50 per hundred.

Nuts to Be Lower

Vancouver.

NUTS.—Prices should all be lower for this season. Most of the almonds used here come from Bordeaux, and if they are shipped in September, and arrive in good time, the price will likely be around 25 cents whole, 55 cents shelled against prices last year of 34 and 70. New prices have not been named on walnuts, but they are expected to be easier. A decline is posted on cocoanut, present quotations being around 25 cents per pound in the 130 pound original cases.

Cornflakes Decline

Vancouver.

PACKAGE CEREALS. — Cornflakes are now selling as follows:—Kellogg's Waxtite $4.20 per case and Kellogg's London $4.40 per case. Pancake flour —Advance of 50 cents per case of 36 is noted. The price of a well known brand to-day is $7.40 per case. A decline of half a cent is noted on starches.

Beans Are Steady

Vancouver.

BEANS.—The market on beans is steady, Kotenashi beans selling at 7½ cents.

Oranges Higher

Vancouver.

FRUITS. — The season on preserving apricots is over, and it has been a poor one for the fruit jobbers here. They never have been able to get half what they needed for their trade. A heat spell in the fruit growing valleys brought on sudden ripening that didn't give the growers an opportunity to pack for shipment. And the crop was a disappointment as regards size.

PEACHES. — It is not expected that there will be enough peaches to fill all orders. The whole Okanagan crop is said to be sold now, and the crop is about half what was expected.

APPLES.—B.C. apples will likely be high. The growers are asking for McIntosh Reds and Jonathans $2.75 at shipping point The crop is not a bumper one, and the demand is very brisk.

ORANGES. — Owing to unprecedented demand, the growers in California have put a price on oranges that makes them cost $10.40 to lay down in Vancouver or Victoria. It is thought by the trade that $12 oranges will not enjoy a large popular demand. Lemons are cheap, selling at $5.00.

Onions May Be Higher

Vancouver.

VEGETABLES. — Onions have been as low as 75 cents at Walla Walla; that figure does not pay the grower, and although the price recently was $1.15 per hundred, the quotations have been withdrawn from the Walla Walla market, and the trade expects that the new quotations when made will be nearer the $2.00 mark.

Salt Advanced

Vancouver.

MISCELLANEOUS. — Salt has advanced 30 cents per barrel in bulk and 30 cents per case in shaker cartons. Mustard.—Colman's mustard is quoted at an advance of a cent per pound. Washboards.—Glass washboards are quoted at prices $1.00 a dozen higher; zinc ones 75 cents higher. An advance is noted on clothes pins of 45 cents per box of two gross.

New Peel Quoted

Vancouver.

PEEL.—Peel prices are higher. Lemon and orange peel is quoted at an advance of 6 cents and citron peel at a figure 20 cents higher than formerly.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Sept. 2.—The sugar situation is evidencing much interest among the trade; the general opinion is that next month sugar will be much lower than the present rate of $22.10 for granulated and $19.50 for yellow. Ontario cheese is quoted at 30 cents the pound, which is one cent higher than last week. Eggs are 67 to 68 cents per dozen, a one cent advance over last week. Creamery prints are 66 and 67 cents per pound, while solids are 61 and 62 cents. Potatoes are now selling at $2.75 per 90 pound bag, a 50 cent drop on last week's price. California lemons are gone up $2.50 on the case, making the present price $7.50 per case. California oranges are selling at $10.00 per case for 100's and $11.00 per case for 200's.

Flour, No. 1 patents, bbl., Man...	....	16 50
Cornmeal, bags	....	5 25
Rolled oats, per bag	....	6 50
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 65
Sugar, standard, granulated	....	22 10
Do., No. 1 yellow	....	19 50
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	0 67	0 68
Lard, compound	....	0 24
Lard, pure, lb.	....	0 29
American clear pork, per bbl.	....	48 00
Tomatoes, 2½s, standard, doz...	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 66	0 67
Do., dairy, per lb.	0 50	0 55
Do., tubs	0 52	0 53
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 10
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	15 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag..	....	2 75
Beans, white	....	5 50
Do., Yellow Eye	....	8 00
Lemons, Cal., case	....	7 50
Grapefruit, Cal., case	....	5 00
Oranges, Cal. 100s	....	10 00
Do., Cal., 200s	....	11 00
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 60
Watermelons, each	1 50	1 75
Apples, American, box	....	5 00
Carrots, per doz. bunches	....	1 00
Turnips, per doz. bunches	....	1 00
Beets, per doz. bunches	....	1 00
Cabbage, native, lb.	....	0 07
Cal. Peaches, crate	....	3 25
Cal. Plums, crate	....	4 50
Cal. Pears, crate	....	7 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 2.—The most interesting feature in the markets is the drop in sugar of $2.00 per hundred, bringing the price down to $22.10 for granulated and $21.60 for yellow. Local dealers are inclined to think that this drop is only temporary and that prices will be firmer again shortly. Cheese is a little higher, being quoted at 29½ to 30 cents per pound. American clear pork is quoted at 47 to 50 cents per pound. Case eggs have slightly advanced, being quoted at 62 to 65 cents per dozen. Potatoes are arriving freely and are holding firm at $4.50 per barrel. Bananas are 11 to 12 cents per pound and oranges are selling at $9.00 to $12.00 per case.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 75
Roled oats	....	12 25
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	22 10
No. 1 yellow	....	21 60
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 68	0 70
Do., case	0 62	0 65
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American clear pork	47 00	50 00
Tomatoes, 2½s, standard, case..	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	4 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 11	0 12
Oranges, case	9 00	12 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 2.—Another drop of 50 cents on sugar this week. One line of cornflakes which advanced recently to $4.80 has declined tto $4.40; another brand has declined 30 cents per case. Oyster shell is quoted to arrive at $2.45. New laid eggs are $18.50 to $19.00 per case. Large washed Brazil nuts, 33 to 38 cents per pound. Candied peels are quoted, lemon 45 cents, orange 47 cents and citron 72 cents per pound. Flour market uncertain, some mills offering one dollar per barrel off present prices, but lower prices are expected. Local potatoes are $45.00 per ton. Dairy butter 45 to 50 cents per pound.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolle doats, 80s	....	5 30
Rice, Siam	12 60	15 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	21 97
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 60
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	17 10	17 40
Eggs, new laid, local, case	18 50	19 00
Do., storage, case	17 00	18 00
Tomatoes, 21½s, standard, case ..	4 60	4 75
Wax and Green Beans, 2s, case..	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case...	9 75	10 40
Raspberries, 2s, Ontario, case...	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, local, ton	45 00	50 00

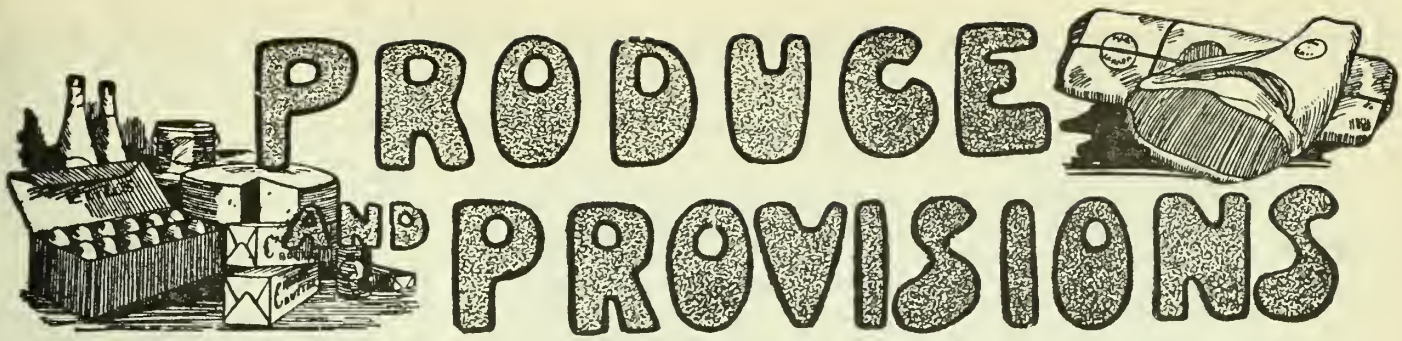
VITAL STATISTICS

(Continued from page 47.)

store, but also the absence of personality and the influence on sales that always is exercised by the individual selling the goods. Your store will not show exactly these proportions, and therefore you should study your own store in this way to see what you are doing.

Finally, look at that item of shrinkage at the foot of the table. There is something you know practically nothing about so far as reliable data go, and it is about as valuable as any information could be to you. If you consider that two per cent. is the average net profit in our business now, you can appreciate the influence of 1.66 per cent. one way or the other.

There are any number of other angles to this tabulation. I think it is the most valuable single set of facts and figures I have ever seen. I'll be glad to have anybody's views on it.



Refrigeration Equipment Helps Sales of Meats and Provisions

Casorso Bros., Ltd., Kelowna, B.C., Have Their Own Plant for Making Ice—Can Display Fresh Meats in Windows on the Hottest Days in Summer

ACCORDING to Casorso Bros., Ltd,. Kelowna, B.C., proprietors of the Sanitary Market, refrigeration equipment increases sales of meats and provisions. Because of this fact, this firm has left no stone unturned to provide complete facilities for delivering meat to their customers in the finest possible state. A plant for making ice for their own use, and also for the townspeople, was built by Casorso Bros., and the counters and windows of the store are piped from the plant. On the hottest days in summer, fresh meats can be displayed in the windows and on the counters.

The cutting rooms and cold storage rooms are faced off from the store by a plate glass partition. Two hundred quarters of mutton and 60 cattle can be stored in these rooms at one time. They cure all their own ham and bacon, make all the bologna and sausages.

Casorso Bros., Ltd., own a large ranch a few miles from the town, where practically all supplies for the store come from. Seven hundred head of cattle, besides large herds of sheep and other animals are cared for on the ranch. A. H. Casorso is manager of the retail store, and Louis Casorso is ranch manager.

Making Sales of Chicken Feed Profitable

Chas. Farr, London, Ont., Says That Selling Chicken Feed Means the Sale of Many Other Lines in Groceries—Has Also Built Up a Reputation for Eggs and Butter.

"CHICKEN feed is one of the most profitable lines we sell," stated Chas. Farr, retail grocer, London, Ont., to Canadian Grocer recently. "Last year our sales amounted to $6,000 and if the sales are increased the second half of this year like the first part, our sales in 1920 will be nearly double those of last year."

Chas. Farr's store is located in the thickly populated residential district of South London. Many citizens keep chickens in that part of the city either for pleasure or for profit. There are other stores which also sell chicken feed, but Mr. Farr, realizing the profit there was in this line, grasped the opportunity to make chicken feed a feature. Situated on a corner, the store is admirably located to handle feed. At the rear there is another store facing the side street; it was recently taken over by Mr. Farr. A connecting door opens between the two stores, thereby adding to the length of the store proper. This rear addition is used for the feed department, besides allowing ample space for the storage of the bulkier articles, such as flour, sugar, etc.

Helps Sales of Other Lines

Another item of importance in the selling of chicken feed, according to the experience of Mr. Farr, is that it has a tendency to make sales on other articles and to bring new customers to the store. "When people order their chicken feed they invariably buy other things too," said Mr. Farr. "We have also made many new customers. People who at first were just buying feed are now buying all their groceries here. It is certainly good business, just as easy to put up a dollar's worth of feed, as it is to put up a dollar's worth of sugar, and certainly the profit is greater."

Gets Reputation for Eggs

To get a reputation for selling a higher quality of certain lines is the aim of the majority of merchants. Some feature one line, some another. Chas. Farr specializes on butter and eggs. "Send your customers eggs that you know positively are new laid and gilt edge butter and you have no trouble to get their confidence," continued Mr. Farr. Butter and eggs in some stores are mere incidentals in the long list of articles sold in the grocery, but in the minds of customers a stale egg or butter that is a trifle off flavor are almost unforgivable.

"I do not know of any article that is the cause of so many complaints and sometimes the loss of a customer as bad eggs and butter," Mr. Farr added. "We have got in touch with a number of good farmers who bring their eggs direct to us every week and sometimes twice. Of course we sell a large quantity of creamery butter, but we also have a large demand for dairy. In fact we can barely fill orders some days. We usually

(Continued on page 62.)

The Sanitary Market owned by Casorso Bros. at Kelowna, B.C., is the last word in up-to-date refrigeration.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 3.—The shortage of help on the farms at this heavy harvest season is strongly reflected on the produce market this week. Beef cattle are very scarce, dairying seems to be hampered, with resulting higher prices on butter this week. The shortage of eggs is not improved and high prices are still being paid. The quotations on all meats are very strong. There is a better supply of lake fish on the market than there has been for some time.

Shortage of Beef Cattle

Montreal.

FRESH MEAT.—There is no change this week in the price of fresh meat; the market quotations are rather high for this time of the year and cattle are not reaching the market. One of the big packers in Montreal said to Canadian Grocer today: "Last year we were killing between 2,000 and 2,500 head of cattle a week, this year it is only running 700 head per week. This is not because the cattle are not in the country, but may be accounted for by the heavy harvest and the lack of labor in the country. The farmers are turning all their attention to getting in the harvest and are too busy to deal with the drovers. It is expected, however, that cattle will come in later in the Fall and that there will be a very good supply with probably lower prices." Indications are that better conditions will exist within the next four or five weeks.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 20	$0 31	..Hind quarters..	$0 28	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 20	0 30	..... Ribs	0 30	0 38
0 12	0 16	.... Chucks	0 14	0 20
0 30	0 34	..... Hips	0 32	0 36
Calves (as to grade)			0 15	0 26
Spring lamb, carcass			0 25	0 31
Fresh sheep, carcass			0 18	0 21

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change this week, either in the price of barrelled meats or in the demand which is small for home consumption. The prices as given here were reduced two weeks ago.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	52 00
Heavy mess pork (bbl.)	....	46 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	44 00

Bacon Prices Hold Firm

Montreal.

BACON.—With the continuing high prices of fresh meat the price of bacon is very strong. The demand is good, but the supplies needed for export and for cold storage are not available.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Cooked Meats in Demand

Montreal.

COOKED MEATS.—There is a very big demand for cooked meats at this season and packers are pressed for supplies. There is no change in the prices this week.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Cheese Production Low

Montreal.

CHEESE.—The cheese market continues as it has been for the last few weeks, rather weak. There is no change in price, but it is expected that later on in the Fall the market will firm up with better supplies at hand. There is a very good market for export if the cheese market comes up to its average production of past years for the season.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Shortening Prices Hold

Montreal.

SHORTENING.—No change has occurred this week in the market for shortening, the prices being lower than last week and sales are reported very good.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 25¼
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Lard Prices Unchanged

Montreal.

LARD.—The lard prices are unchanged this week following the drop that occurred one week ago. Sales are very good and these quotations will hold this week.

LARD—	
Tierces, 360 lbs.	0 26½
Tubs, 60 lbs.	0 27
Pails, 20 lbs.	0 27¼
Bricks	0 29

Margarine Sales Small

Montreal.

MARGARINE.—There is no change in the price of margarine this week. The demand is not large at this season and quotations remain the same.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Butter Prices Higher

Montreal.

BUTTER.—Both dairy and creamery butter is dearer this week. Probably the harvest season is responsible to some extent, all the farmer's attention being called in that direction. The new price is 60 and 61c. for creamery, while dairy is also up one cent per pound.

BUTTER—	
Creamery prints, qual., new	0 61
Do., solids, quality, new	0 60
Dairy, in tubs, choice	0 52
Dairy, prints	0 53

Egg Market Still Strong

Montreal.

EGGS.—The supply of eggs coming to the market is not improving. Probably the lack of help on the farms at this heavy harvest time is responsible to some extent but there is certainly a poor supply available. Strictly new laid eggs are selling at seventy-two cents per doz., selected at 68c. and No. 1 at sixty cents. The egg market is certainly holding very firm at these prices.

Better Supply of Lake Fish

Montreal.

FRESH FISH.—The fresh fish market is practically unchanged this week. Fresh salmon is rather scarce, but there is a better supply of lake trout, doree and pike. Fresh halibut is arriving in good supply from the coast. Haddock and cod are in better supply than they have been for some time. There are no changes in price this week.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50
Whitefish	....	0 20

Shad	....	0 18
Gaspé salmon	....	0 40
Halibust	....	0 25
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake trout	....	0 24
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 13
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 24
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, Sept. 3.—The produce and provision markets are generally steady although a few price changes have been effected. Fresh meats are unchanged. Small cured hams are up one cent per pound. Head cheese has advanced one cent per pound but other cooked meats are unchanged. June cheese is up one cent per pound but the later make is unchanged. The butter market is firm with slightly higher quotations on the best make creamery. Shortening is down another cent per pound and the market continues easy due to the easy market for cotton seed oil. The fish market is firm with haddock slightly marked up. Fowl under five pounds in weight are up three cents per pound.

Fresh Meats Steady

Toronto.

FRESH MEATS. — The market for fresh meats is steady. Dealers are looking for a big demand on account of the Exhibition, which will tend toward prices being maintained. Live hogs are firm, with a slight advance. Dressed pork is quoted at 47½ to 48½ cents per pound. Spring lamb is holding at 26 to 30 cents. Other quotations are unchanged.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	20 25	20 75
Live, fed and watered, per cwt.	20 00	20 50
Live, f.o.b., per cwt.	19 00	19 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 55
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 31
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 31½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 28	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 23	0 27

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 23	0 28
Spring lamb, lb.	0 26	0 30
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Small Hams Up One Cent

Toronto.

PROVISIONS. — Small hams from 6 to 12 pounds in weight are up one cent per pound, bringing the prices up to 48½ to 50 cents per pound, and medium from 12 to 20 pounds in weight are quoted at 47½ to 48½ cents per pound. Bacon and salt meats are unchanged. Mess pork in barrels has declined $2 per barrel, bringing the price down to $38.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 41
Wiltshire, three-quarter cut	....	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Fat backs, 10 to 12 lbs.	....	0 25

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	38 00
Short cut backs, bbl. 200 lbs.	....	54 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Head Cheese Up One Cent

Toronto.

COOKED MEATS. — Cooked meats continue to be in active demand. Head cheese is up one cent per pound, bringing the price up to 17 cents. Boiled hams are quoted at 65 to 68 cents per pound according to the trim. Jellied calves' tongue is in good demand at 52 cents per pound. Other quotations are as follows:

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Eggs Are Unchanged

Toronto.

EGGS. — There is practically no change in the market for eggs. Receipts are fair. Fresh eggs are quoted at 60 to 62 cents per dozen. Extra selects are quoted at 65 to 66 cents.

EGGS—		
Fresh, selects	0 65	0 66
Fresh	0 60	0 62
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

June Cheese 31 Cents

Toronto.

CHEESE. — The cheese market is fairly steady, although June cheese is up one cent per pound, and is now quoted at 31 cents. Stilton cheese is quoted at 35 to 36 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 30	0 31
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Butter Market Firm

Toronto.

BUTTER. — The butter market is firm, with slightly higher quotations on the better grades of creamery. There is considerable second grade creamery on the market which makes quotations vary from 58 to 63 cents per pound.

BUTTER—		
Creamery, prints	0 58	0 63
Dairy prints, fresh, lb.	0 53	0 58

Lard Market Easy

Toronto.

LARD. — The lard market continues to rule easy under the recent declines. The opinion is expressed in some quarters that further declines can be expected.

LARD—		
1-lb. prints	....	0 27½
Tierces, 400 lbs.	....	0 25½

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Down Again

Toronto.

SHORTENING.—A decline of another cent per pound has been registered on shortening, due to the continued easy market for cotton seed oil. Shortening is quoted at 21½ to 22½ cents per pound tierce basis, and 25 cents for one pound prints.

SHORTENING—		
1-lb. prints	....	0 25
Tierces, 400 lbs.	0 21½	0 22½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Prices Hold

Toronto.

MARGARINE. — Margarine is steady under a fair demand and prices are maintained. Best quality margarine is quoted at 37 cents per pound.

MARGARINE—		
1-lb. prints, No. 1	....	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Haddock Up One Cent

Toronto.

FISH. — The only price change in fish this week is one cent advance on haddock, which brings the price to 10 and 11 cents per pound. The market generally is firm.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	0 12
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring		0 30
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 50

Fowl Quoted Higher

Toronto.

POULTRY. — Fowl under five pounds in weight are quoted three cents per pound higher. This is due to the extra demand at the present time by the Jewish trade. Ducks are in good demand but the quality, so far, is of a low grade.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	-$0 35	-$0 40
Roosters	- 0 22	- 0 25
Fowl, over 5 lbs.	- 0 32	- 0 32
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 30	- 0 30
Ducklings	- 0 25	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 35	- 0 40

Prices quoted to retail trade—		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring	....	0 55
Ducklings	....	0 40

Lard and Shortening Lower

Winnipeg.

LARD.—Lard and shortening declined ½ cent a pound this week. Shortening is now quoted at 23½ cents a pound and lard at 28½ cents a pound in tierces of 400 pounds.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 28½
Do., wooden pails, 20 lb. pails	....	6 20
Shortening, wooden pails, 20-lb. pails, per pail	....	5 20
Shortening, tierces of 400 lbs., per lb.	....	0 23½

Fish in Good Demand

Winnipeg.

FISH.—Good supplies of fresh halibut, salmon, pickerel and trout are arriving daily. The demand is exceptionally good, with no change in prices.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 16
Fresh Trout, per lb.	....	0 22

WINNIPEG MARKETS

WINNIPEG, Sept. 3—The produce and provision market in Winnipeg is generally unchanged during the past week. Hog market remains unchanged while cooked meats, ham and bacon are in good demand. Creamery butter remains firm with upward tendencies. Lard and shortening declined half a cent per pound this week. Egg receipts are considered very light.

Hog Market Unchanged

Winnipeg.

FRESH MEAT.—The hog market remains unchanged; selects are being offered at $20 per hundredweight. Fresh pork loins advanced to 41 cents per pound. All other lines of fresh meats practically unchanged.

HOGS—		
Selected, live, cwt.	....	20 00
Heavy, cwt.	....	17 00
Light, cwt.	....	18 00
Sows, cwt.	....	15 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Spare ribs, lb.	....	0 18½
Loins of pork, lb.	0 37½	0 41
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 29
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 15	0 22
Mutton—		
Choice wethers, 55-70 lbs., lb.	....	0 25
Choice ewes, lb.	....	0 20
Lambs—		
Choice, 30-45 lbs., lb.	0 28	0 30

No Change in Cured Meats

Toronto.

PROVISIONS.—The demand for ham and bacon has been very steady with no change in prices.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—There has been no change in the price of cooked meats; the demand is good. Best quality cooked ham is offered at 69½ to 70 cents a pound. Cooked shoulders are being offered at a little lower price and are now quoted at 48½. Jellied ox tongues with only a limited supply are quoted at 68 cents, while jellied pork tongues are quoted at 61½ cents.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 69½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 19
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is firm with the possibility of higher prices in the very near future.

Creamery, best table grade	....	0 63
Dairy butter, best table grade	....	0 50
Margarine	0 37	0 39

Cheese Market Steady

Winnipeg.

CHEESE.—The cheese market is reported very steady and looks for a stiffening up of prices in the very near future.

Egg Receipts Light

Winnipeg.

EGGS.—Egg receipts are reported very light, due to the hot weather. Fresh farm eggs are quoted at 65 cents a dozen with fresh candled eggs at 60 cents per dozen.

Stilton Cheese from England Now Available

Montreal.—A. P. Chapman, of Montreal, has the dual distinction of being the first to receive a consignment of English Stilton cheese from England in over five and a half years, since the ban on all food stuffs leaving England was declared, and also the last to receive Stilton cheese from England before the ban was placed. This cheese, which has arrived in Montreal, is the earliest cheese that has ever been shipped out of England, being made in April, May and June. This shipment has already been handed over to the St. James Club in this city and the April cheese is almost ripe enough for use. A. P. Chapman tells Canadian Grocer that there is a big demand for English Stilton cheese, particularly for the larger clubs and hotels in Montreal, Ottawa, Quebec and Halifax, and that it is hoped this trade with Great Britain will not be hindered either by government restrictions in the future or a lack of production in the Old Country.

MAKING SALES OF CHICKEN FEED PROFITABLE

(Continued from page 59.)

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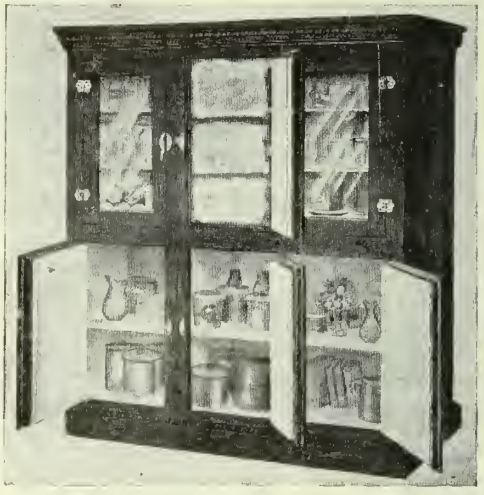

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Toronto

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.

Reliance Agency
St. John's, Newfoundland

L. E. Whittaker
St. John, N.B.

Chadwick & Co.
Toronto, Ont.

SUPERIOR Macaroni

Evidences of Quality

Superior in quality—flavor and nutritive value. Why?

Because it is made from seminola of Western hard wheat—the best wheat in the world for both nutrition and flavor.

Made by experts who learned the secret of drying in Italy—Superior Macaroni does not sour on the shelves.

Try a sample shipment and note the natural yellow color—the sure sign of quality in macaroni.

See us when you are at the Exhibition.

Sole Selling Agents:

Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

The Superior Macaroni Co., Ltd., Toronto

ROYAL ACADIA SUGAR

There is an Assurance of Superior Sweetness

in ROYAL ACADIA sugar. Just pure—just highly refined—just good enough to bring repeat sales.

ROYAL ACADIA comes in 2 and 5 lb. cartons; 10, 20, 100 lb. bags; half-barrels and barrels.

Order ROYAL ACADIA sugar.

The

Acadia Sugar Refining Co., Ltd.

HALIFAX, CANADA

IMPERIAL
FLOOR DRESSING
(Standard)

—sanitary
—non-evaporating
—economical
—easily applied
—floor preservative
—attracts trade
—inspires confidence
—PREVENTS DUST

"Truly the Dealer's Friend"

Your stock will always be clean and bright, your store spick and span, if your floors are treated with Imperial Floor Dressing—the modern dust preventative.

One gallon treats 500 to 700 square feet of floor surface—one application lasts for months.

Ask the Imperial Oil Salesman for prices.

"Made in Canada"

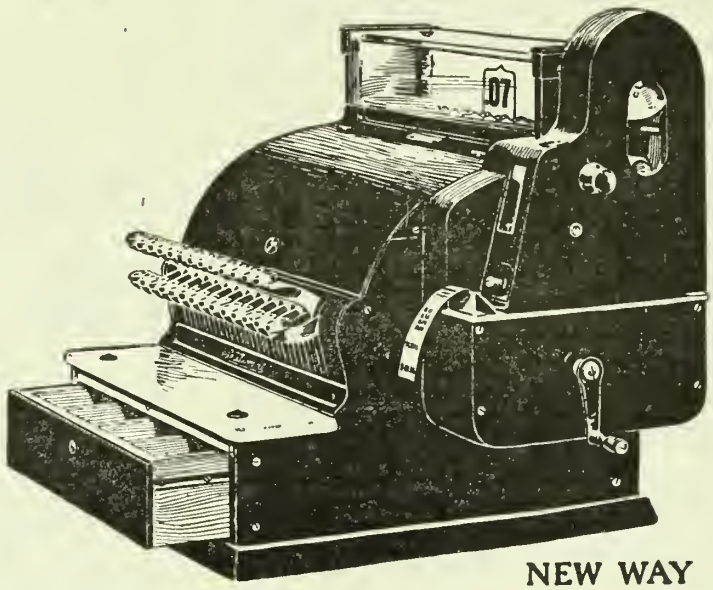
IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

No more mistakes in adding up the items of a sale

OLD WAY

By hand and brain and pencil.

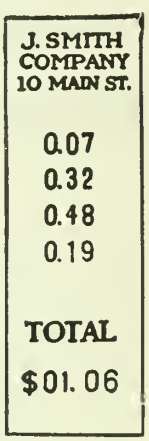
Makes mistakes.
Causes losses.
Causes worry.



NEW WAY

This new receipt-printing cash register adds the items by machinery.

1. It prints a receipt for each customer.
2. It prints the price of each article.
3. It indicates the price of each article.
4. It prints the total of all items.
5. It retains an added and printed record.



Copy of receipt, with merchant's name, printed for each customer.

It also does many other things which have made National Cash Registers a business necessity.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.

THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a mapley taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

Frederick E. Robson & Co.

25 Front St. East - Toronto, Can.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 palls in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.: Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30

Culinary Starch

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 15½

(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45

Exhibition

Call and see us when in the city. We shall be glad to have the Opportunity of renewing old, and making new acquaintances. It's a big help in business to know each other.

Give Us a Call

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH *-Established 1861* ONTARIO

This is Peach Time!
Plum Time!
Pear Time!

Let us fill your requirements.

Fresh Shipments
Spanish Onions
—Cases and ½ Cases

Malaga Grapes Bartlett Pears

WHITE & CO., LTD.

High Class Fruits

TORONTO

Main 6243

10-lb. tins, ½ doz. in case.. 6 85
20-lb. tins, ¼ doz. in case.... 7 60
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... $1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Crown Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES

Nugget, Black, Tan, Toney Red, Dark Brown, White Dressing each $1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.....	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

Easy Know—Easy Go!

Put Gold Dust packages where your customers can see them.

With a woman "seeing Gold Dust means buying it," especially since our advertising has shown her what Gold Dust will do. Keep it out in front on your shelves and watch the sales come in.

Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Sunset Soap Dyes

Situation Wanted
No Salary Required

Stand me in a prominent place on your counter, and I will continually push sales of Sunset Soap Dyes every minute your store is open and customers are present. Open for immediate engagement, everywhere. Address: Sunset Display Case, care of your Jobber.

SUNSET DISPLAY CASE: Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, when requested. Insist upon having your first order packed in this Display Case which, placed on your counter, keeps Sunset before your trade at all times.

Ask your jobber for prices and discounts, or write:

Harold F. Ritchie & Co., Limited
TORONTO, CANADA

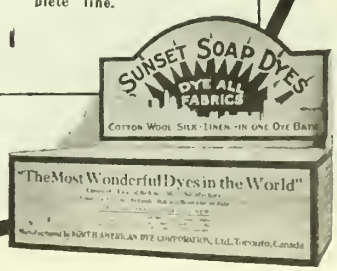
NEW WINDOW CUT-OUT FREE—if you will give the window space, we will send you our new cut-out, size 28 x 40 inches, lithographed in many beautiful colors. Address your request direct to the Manufacturers of Sunset:

North American Dye Corporation, Ltd.
TORONTO, CANADA
22 *Fast* Colors

---hold Your Trade Because They Hold Their Color

Once you sell your customers Sunset—once they see the beautiful, brilliant, fast color they have dyed so easily, quickly and permanently into their own garments—your Sunset trade is established. That is why Sunset repeat sales come fast, while attractive advertising in leading publications steadily creates new customers, and the good Sunset profits grow with volume.

Sell your trade Sunset—feature Sunset Soap Dyes in your store—the clean, easy-selling, profitable and **complete line.**



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

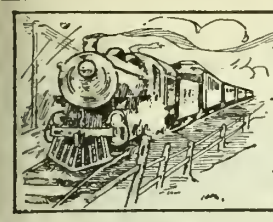
Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company, Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons

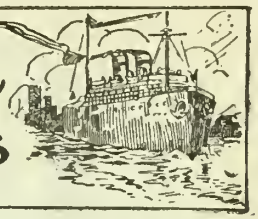
W. C. MACDONALD REGD.

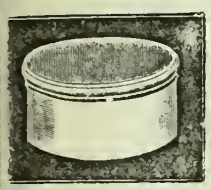
INCORPORATED

MONTREAL



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SHORTENING IN A WEAK MARKET

Considerable weakness has developed in the shortening market. This weakness is due to the fact that manufacturers were expecting large export business for cotton seed oil. This export business did not materialize with the result that manufacturers are over stocked and to stimulate domestic business quotations have been reduced. Opinions have been expressed in some quarters that the lowest prices have not yet been reached.

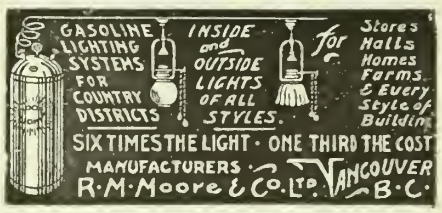
CURRANT MARKET STRONG

There is a strong market for currants and quotations in primary markets are higher. The low price of currants compared with raisins will probably have the effect of increasing quotations on currants.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARI

These one-inch spaces only $2.20 per insertion if used each issue in the year.

ARM & HAMMER

Lessens Your Work— Pleases Your Customers

"Arm & Hammer" Brand Package Sal Soda saves time in weighing and wrapping.

Put up in attractive cartons of 2½ pounds each, thirty-six cartons to a case quantity the best.

Church & Dwight, Limited
Montreal

A Safe Buy for Wash Day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown	F. Manley	Bowring Bros. & Co.	J.W. Gorham & Co.
167 Cordova St. W.	147 Bannatyne Ave.		

The Correct Methods of Preparation raise its Quality

Marsh's Grape Juice will keep its clear, bright appearance—and stay free from a sediment deposit at the bottom of the bottles. This latter quality pleases purchasers and that usually means more business for you.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Do You Sell Mellow

"MELLOW"
TRADE MARK
FOOD PRODUCTS

Looms Large
in the Housewife's Estimation
for Lemon Pies

Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

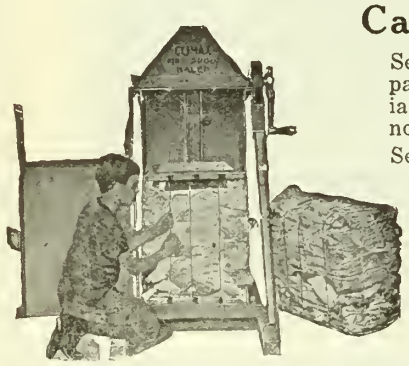
TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE-

Sell Your Waste Paper,

Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.
Send for catalog of

"Climax" Steel Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

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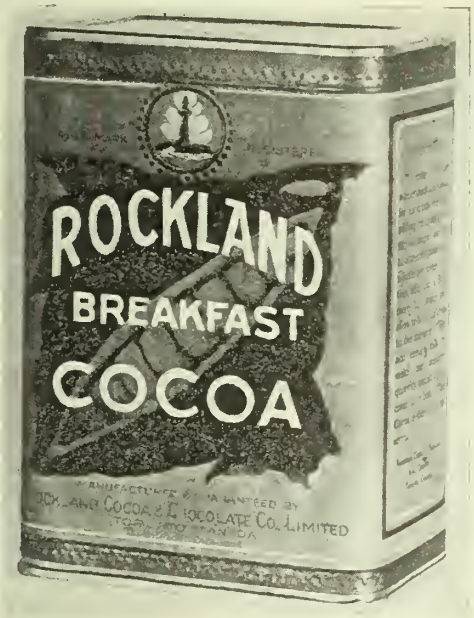
Try a sample order of

Rockland Cocoa

—the New Breakfast Cocoa—



You can't go wrong in stocking this new high-grade cocoa because the greatest care and skill have been exercised in its preparation. It is made only from the best quality, fully ripened cocoa beans, specially blended to give a most delicious, palatable flavor with high food value, and is strictly a high-grade line.

Rockland Cocoa is put up in very attractively labelled tins in ½ lb. and 1 lb. sizes and offers dealers a real good profit margin.

The Prices are:
24 lbs. to case ½ lbs.
½ lb. tins (24 lbs. to case) at 45c lb.
1 lb. tins (24 lbs. to case) at 44c lb.

Order from your jobber to-day.

DISTRIBUTORS:

MACLURE & LANGLEY, LIMITED

TORONTO :: MONTREAL

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

WANTED — YOUNG MAN FOR GENERAL store in good town. Must be an intelligent live wire for business and have some knowledge of window display and price card making. First-class position for right man and suitable wages guaranteed. Apply by mail at once. Geo. F. McVittie, Wheatley, Ont.

A GOOD OPPORTUNITY FOR A YOUNG man, thoroughly experienced in general store work, who can increase grocery business. Salary will depend on results shown. G. L. Jakes, Merrickville, Ont.

WANTED — EXPERIENCED SALESMAN TO sell well-known line, already in great demand, to the retail grocery trade. Applicants only considered who reply giving full details in regard to past experience, with age and salary required. Replies treated strictly confidential. Box 250, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

GROCERY, FLOUR AND FEED FOR SALE IN town of 3500 population, situated on Georgian Bay. Good going business and money maker for right party. For information apply to Box 252, Canadian Grocer, 153 University Ave., Toronto, Ont.

NEW NATIONAL CASH REGISTER FOR sale, two drawers, oak finish, separate totals, prints slip for customer, etc. Change of system reason for selling. Albert W. Webb, grocer and butcher, Walkerville, Ontario.

FOR SALE — GOOD GROCERY BUSINESS, rent thirty-five; two living rooms; price thirteen hundred. Good reasons for selling. Apply C. Nelson, 688 College St., Toronto.

TAYLOR SAFE, GOOD AS NEW, ONLY USED six months; size, height 41 in., width 31 in., depth 28 in. Price, $150. Thos. W. Thomson & Son, Ignace, Ont.

Arnett Silent Salesmen

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.

AGENCIES WANTED

TO FLY CATCHER MANUFACTURERS — A Western brokerage firm with steady trade for fly catchers would appreciate correspondence with a view to making agency arrangements. Box 254, Canadian Grocer, 153 University Ave., Toronto.

WANTED—A LINE FOR THE MARITIME Provinces by a man trained in the art of salesmanship and thoroughly experienced in the grocery and provision business. Satisfactory results guaranteed. References of the highest order. Box 256, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

ESTABLISHED 1849

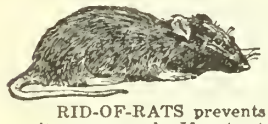
BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record— Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

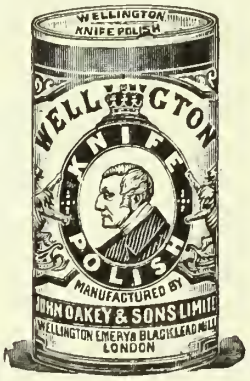
John A. Thompson
General Manager Western Canada
TORONTO



RID-OF-RATS

Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cuttery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1. Eng.

Agents:

F. Manley, 147 Bannatyne Ave. Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

Four Ways To Increase Ham and Bacon Sales

(1) Take advantage of the season's demand. (Just now your customers are getting away from heavier meats! They want something tasty yet satisfying).

(2) Tell them of the appetizing and dainty meals which can be prepared with Ham and Bacon. (The housewife will appreciate this suggestion).

(3) Recommend SWIFT'S PREMIUM. (That means satisfaction, repeat orders and profit).

(4) Point out the economy of buying a whole Ham. (The housewife can *bake the butt, boil the shank,* and *fry the centre slices*—and thus eliminate all waste).

Order

Swift's Premium Ham and Bacon

from our Salesman, or Direct

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

GROWN IN THE

Famous Okanagan Valley

of British Columbia

CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, SEPTEMBER 10, 1920 No. 37

EDDY

ESTABLISHED A.D. 1851.

The Name Is A Sufficient Guarantee

To the Canadian buying public the name "Eddy" symbolizes perfection in Matches and Indurated Fibreware.

And the public's confidence is well founded because the Eddy quality standard, established some 69 years ago, has been steadfastly maintained.

This quality, coupled with nation-wide publicity, make Eddy's Matches and Eddy's Indurated Fibreware a particularly attractive selling proposition for every dealer.

It will pay you to always have a generous supply of Eddy Products on hand. See what a daily Eddy display will do towards boosting your sales and profits.

The E. B. Eddy Co., Limited

Hull, Canada

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

DO YOU BELIEVE IN SIGNS?

Most business men do.

Retail dealers in particular. They believe in signs, because by actual tests they have found certain signs pull business.

For example—O-Cedar Polish Window Signs, Store Signs, Show Cards, attractive Store Hangers and Display Stands.

They attract attention and act as a reminder to a customer to buy more of their favorite—O-Cedar Polish.

And to make your windows attractive. The well-known O-Cedar girl with her pleasant smile will brighten up your window. She puts the finishing touch to a window dressed with O-Cedar Polish and O-Cedar Polish Mops in a way that makes folks stop, look and buy.

Write or phone for an assortment of handsome O-Cedar signs, window cards and dealer helps. They are free. They are sure signs of quick turnover and good profits.

Channell Chemical Co., Limited, Toronto

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Keeping Borden's Milk Products Before the Eyes of the World

The two big factors that have won for **Borden's** Milk Products unquestioned leadership in their field are dependable, "high-standard" quality backed by intensive national consumer advertising.

Wherever the best is appreciated there you will find **Borden's** have earned the confidence of the buying public and each day under the stimulus of Borden's "good-will" publicity grocers are finding the already vast circle of Borden users steadily increasing, steadily maintaining their leadership in quality and sales.

Key your store up with **Borden** advertising by featuring these guaranteed products regularly in your displays.

The Borden Co., Limited

Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk

CLARK'S Prepared Foods

"Ready to Serve"

Pork and Beans
Roast Beef
English Brawn
Veal Loaf
Ox Tongue
Beef Steak and Onions

Devilled Meat
Potted Meats
Sliced Smoked Beef
Cambridge Sausage
Canadian Boiled Dinner
Tongue, Ham and Veal

Spaghetti with Tomato Sauce and Cheese

Soups (13 kinds)
Table Syrup

Irish Stew
Peanut Butter

Corned Beef Hash,
Tomato Ketchup, etc.

MADE IN CANADA - BY CANADIANS

AND ALL FIRST-RATE SELLERS

W. CLARK, LIMITED

MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, **in transit to Vancouver**—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations upon Application

J. ARON & COMPANY, Inc.

NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.

Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from Fruit and Granulated Sugar Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Their Good Quality Will Help Your Selling Efforts

At this time of the year there is sure to be a "call" for Malcolm Milk Products — Just the thing for picnics, outings, etc.

Stock and Display well and advise your customers to try them.

Made in Canada

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

LIQUID VENEER

This Wonderful New Use Will Create More Business For You!

Read About It

Advertised More Heavily Than Ever This Fall!

MADE IN CANADA

This is the big, new message to Canadian housewives, **your customers:** Treat **any** floor mop with Liquid Veneer. It will instantly convert it from an oily, greasy mop into a wonderful **cleansing, polishing** and **sanitary** device. Liquid Veneer neutralizes and overcomes the oil. It leaves floors as spotlessly clean and beautifully polished as your piano.

Make **any** mop a Liquid Veneer Mop! Once your customers see the wonderful improvement in their floors resulting from the use of Liquid Veneer, they will use **nothing else.** Get them to try it.

IMPORTANT! Any customer desiring a new mop should be shown the new Liquid Veneer Mop. It sells itself. No mop has so many wonderful improvements. Let us send you descriptive matter.

If you want **free** display material for window display, write us. You can make a beautiful Liquid Veneer window that will instantly stimulate business.

Buffalo Specialty Co., Buffalo, N.Y.; Bridgeburg, Can.

We also manufacture
SWEETHEART Mustard, Spices, EXTRACTS, Baking Powder, Jelly Powder, etc. —ALL MADE "RIGHT" IN LONDON.

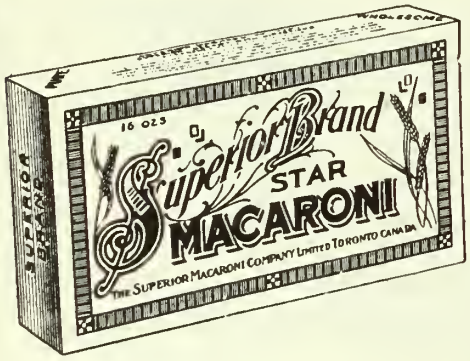
GROWTH

Rapid as is the growth of London as an industrial centre, even more so is the growth of our London plant. Growth not only in quantity of goods produced, but also in the estimation of the consumer. Our business has become a national one and every product we make we specialize on, not merely producing one article that stands above others, but every line manufactured is a leader in its class. Take, for example—

SWEETHEART BRAND COFFEE and SWEETHEART BRAND PEANUT BUTTER—the two well-known, time-tested favorites that are daily growing in popularity speeded up through the influence of the big SWEETHEART publicity campaign that is daily creating good-will toward these sterling sellers. Thousands of grocers have found that a regular and attractive SWEETHEART display pays them handsomely—for "once sold they are sure repeaters."

Visit our booth at the Western Fair. You will find it in the Pure Food Building (next Dairy Bldg.), so be sure and call on us and find out about our other big sellers.

The IXL Spice and Coffee Mills, Limited, London, Ont.



Superior Macaroni

We Stand Upon the Quality Verdict

WE risked a large investment in the best machinery, buildings, and the most skilled Italian help obtainable in order to break into a well-supplied market and hold it. We never worried a minute about the outcome, because we knew we had **quality** surpassed by none and equalled by very few. Now we are swamped with orders. Why not have your slice of this quality fast-seller market? Shall we send a sample case?

Sole Selling Agents :

Sainsbury Bros.

TORONTO WINNIPEG MONTREAL HALIFAX

The Superior Macaroni Co., Limited, Toronto

For Better Fall Business

Clean Up!

Trade Up!

Sell Food By Weight

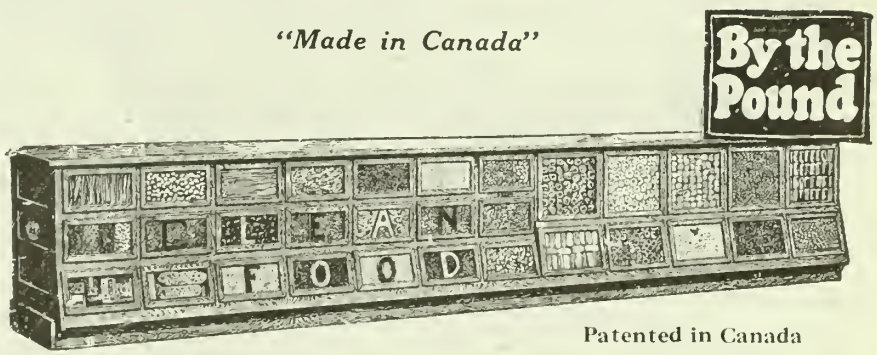
NO better time than now to start that improvement you have been thinking about so long. Clean up! It pays—"Trade up!" It means better prices and profits. Do what nearly 80,000 grocers have already done—Install the profit-making—waste-saving—self-selling—

SHERER Sanitary Grocery Counter

—and make *your* business grow

"Made in Canada"

$4.50 per week pays for this counter. It pays for itself in more business and better profits.



Patented in Canada

Start To-day by Mailing This Coupon for Information

Sherer-Gillett Co.

Dept. 57

Guelph, Ont.

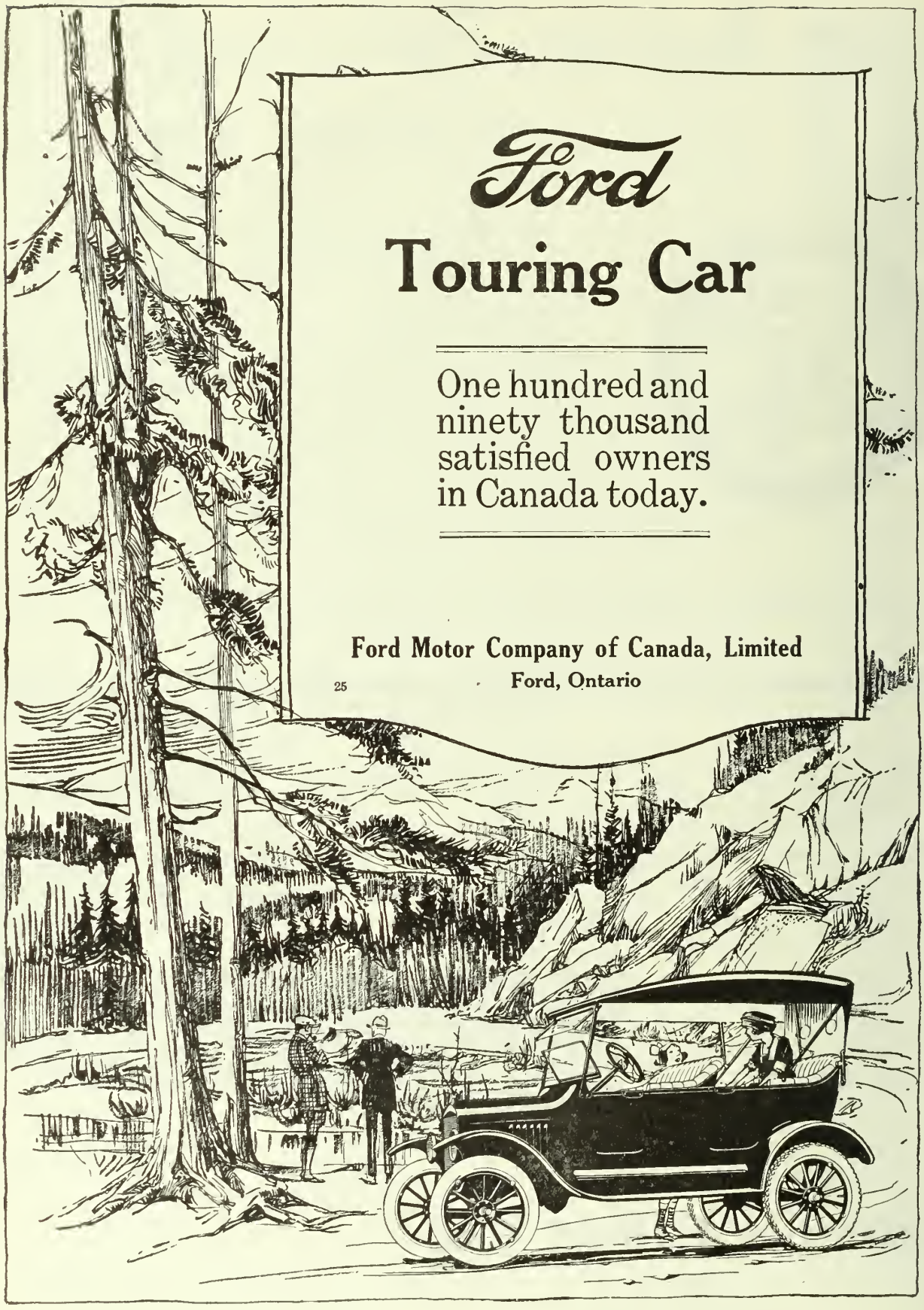
Sherer-Gillett Co.
Guelph, Ont.

Please send us your new catalogue and terms.

Name .....

Town .....

Province .....


Ford
Touring Car
One hundred and ninety thousand satisfied owners in Canada today.
Ford Motor Company of Canada, Limited
Ford, Ontario
25

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Millions Know

Sun-Maid Raisins

The Brand for Confidence

Show Sun-Maid Raisins in your window, on your shelf. Let your customers know you sell Sun-Maid. Sun-Maid advertising is reaching millions every year. Sun-Maid enjoys the public confidence.

Order from your jobber at once. Supply is limited.

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Growers and Shippers of America's only all-year nationally advertised brand of raisins.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

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3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

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FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
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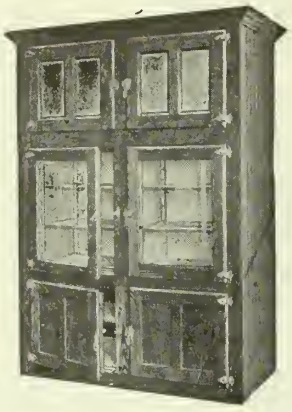
Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Let the EUREKA Refrigerator



solve your hot weather problem. It is built especially for this work, and is covered by full guarantees to do it efficiently. We have a model to fit your requirements. Write for our free illustrated literature and we place at your disposal the advice of our refrigeration experts without obligation to you.

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Head Offices and Factories:
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Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

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in any form.

Made in Canada by

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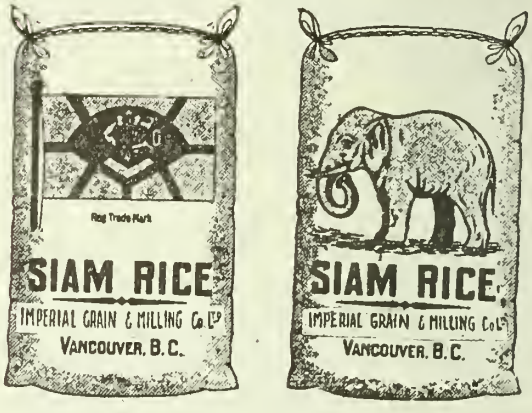

We are offering the best value in Rice on the Canadian market to-day.

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Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
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Wholesale Purchasing Brokers
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C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
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SALES CONNECTIONS IN ALL THE CITIES OF CANADA AND THE UNITED STATES. We will not accept competitive lines to those we now carry. We believe in giving a Manufacturer a square deal and working his line to the exclusion of all others.
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B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

"The flesh is a creamy pink like chicken breast and the flavour surpasses tuna"

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
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AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
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ALL OUR LONG HAULS

are done after the herring is canned.

Think it over.

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Mfrs. Agent and Importer
Groceries and Chemicals
Special, all grades Sugar for immediate shipment
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WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

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SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
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Selling Agents and Brokers
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We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
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Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
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MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
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We work The Retail Trade

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Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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H.P. PENNOCK & CO., LTD.

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MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

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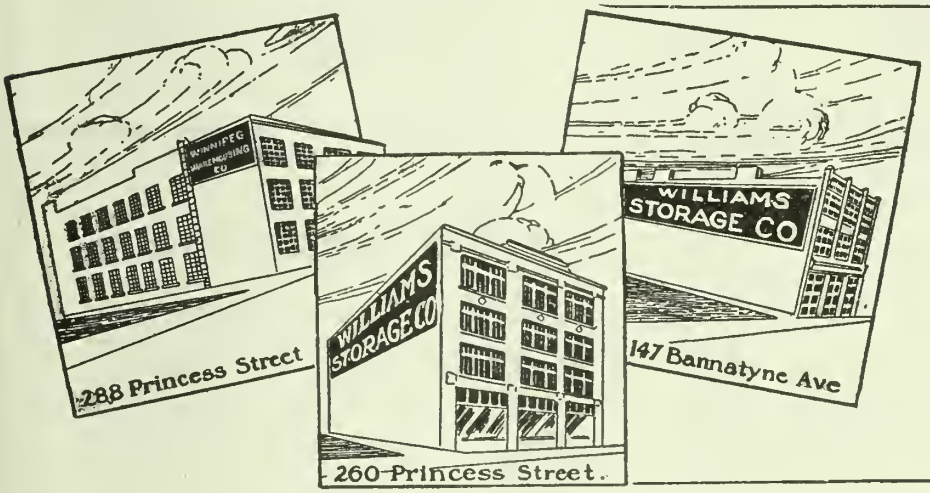

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We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
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Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
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The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
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Canadian Agents:
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A. S. May & Co. Toronto
Donald H. Bain Co Winnipeg

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Manufacturers' Agents
TORONTO OTTAWA

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
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GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE LOGGIE, SONS & CO. SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

C. MORRIS & COMPANY
Importers Exporters
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Head Office: TORONTO
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John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

Sell Your Waste Paper,
Cardboard, etc.

Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
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S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
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Our Agents:
Samuels, Carney & Dickie, Halifax, N.S.
L. E. Whittaker, St. John, N.B.
Reliance Agency, St. John's, Newfoundland
Chadwick & Co., Toronto, Ont.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

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LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

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We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
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Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
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GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires | Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

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For Food Products, Confectionery, etc.
For the Dominion Best References.
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307 St. James Street, Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

SHEPHERD-MOTT COMPANY
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Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

ALBERT DUNN
Commission Merchant
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GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. Al references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

CAPE BRETON & NEWFOUNDLAND
WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.
Sydney, N.S. **NORMAN & GREEN** St. John's, Nfld.

To get business you must go after it. Others do it through this section —why not YOU?

DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

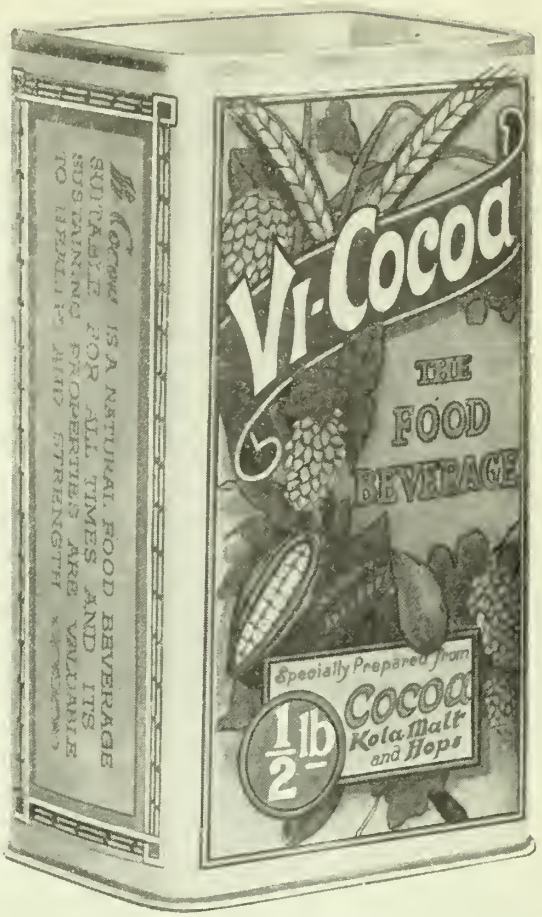
BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4



OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
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CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Shirriff's

MARMALADE
EXTRACTS
JELLY POWDERS

SHAKESPEARE said: "Give me a taste of your quality." Most purchasers make this same demand. A taste of Shirriff's quality makes a life-long Shirriff customer.

Whether it be Marmalade, Extract or Jelly Powder, every Shirriff product bears the distinguishing marks of purity and quality. As a result, the Shirriff line sells quickly, profitably and satisfactorily.

Imperial Extract Company

TORONTO - CANADA

Sole Selling Agents
HAROLD F. RITCHIE & CO., LIMITED, TORONTO and MONTREAL

PALMOLIVE

The Soap that Means Repeat Sales

Ask the wholesale grocers' salesmen who call on you what they think of Palmolive as a Business Builder for the retailer and the wholesaler. They'll tell you the reasons why they prefer to sell it. They'll tell you it is the most popular, most widely known and extensively advertised soap on the market.

The first sale of Palmolive assures a satisfied user who will never return to a lesser soap. Palmolive quality is backed by such an enormous volume of selling publicity that the name is known wherever magazines and newspapers are read.

If you do not carry it, or do not let your customers know you carry it, you are simply overlooking a wonderful chance to further your business volume.

"Ask Any Wholesale Grocer's Salesman"

THE PALMOLIVE COMPANY of Canada, Limited
TORONTO, ONTARIO

Asked for all the Year 'Round

NESNAH

Junket Powder

During every season a quickly prepared dessert powder will sell readily. Most housewives are looking for something tasty that can be made within a moment's notice. Suggest NESNAH to your customers. It comes in 4 flavors and it is attractively packaged. Retails at 15c.

Junket
MADE *with* MILK

A dessert that will surely please your customers. It comes in Tablet form, and has proven a popular seller on the market. A trial order will convince you of its profit-giving quality.

Chr. Hansen's
Canadian Laboratory
TORONTO - CANADA

Selling Agents for Canada :
LOGGIE, SONS and CO.
32 Front St. West - TORONTO

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SCOUT SARDINES

Will you kindly tell us who handles Scout Sardines?—Reader.

Answer—C. C. Morris & Co., Toronto, Ont.

TORONTO APPLE BUYERS

Could you give me the names of any apple buyers in Toronto who could handle car lots.—J. W. Skinner, R.R. No. 1, Winchelsea, Ont.

Answer—White & Co., Church and Front Sts., Toronto; Peters, Duncan Co., Front St. E., Toronto; McBride Brothers, 35 Church St., Toronto; McWilliam & Everist, Church St., Toronto; D. McKinnon Company, Toronto; D. Spence & Company, Toronto; W. J. McCart, Toronto

FLY CATCHERS

Please give list of the fly catchers in Canada.—Advertiser.

Answer—National Fly Catcher Co., Montreal, Que.; Archade Wilson, Hamilton, Ont.; Smith Bros., Beechville, Ont.

PURE GLUTEN FLOUR

Could you tell us the names of any good reliable mill or mills manufacturing pure gluten flour?—R. B. Brown & Son, Brigden, Ont.

Answer—We would refer you to White Swan Spices and Cereal Co., 156 Pearl St., Toronto, Ont., for gluten flour.

SPEED PEN FOR SHOW CARD WRITING

Notice an article in "Canadian Grocer" issue August 13th on the speed pen for show card writing. Will you kindly tell me when I can procure these?—John A. McLean, Wyoming, Ont.

Answer—You would be able to purchase speed pens for show card writing from the Art Metropole Company, Toronto, Ontario.

Will you please tell me where we could obtain speed pens as mentioned in article on page 28, Aug. 13th issue.—Mr. V. A. Esser, Box 640, Welland, Ont.

Answered in enquiry above.

MORE SPEED PENS

In reading "Make Show Cards Attractive," page 28, August 13th issue, was interested in speed pens mentioned. Where are these pens to be had?—Admirer.

Answered in enquiry above.

MACHINES FOR MAKING ICE CREAM CONES

We are open for purchase of machine for manufacturing ice cream cones.—The James B. Carter Co., 806 Confederation Life Bldg., Winnipeg, Man.

Answer—You could purchase one of these from the Fletcher Mfg. Co., Toronto, Ontario, or you might try McNab & Roberts, Limited, Winnipeg.

BUYERS OF MAPLE SYRUP

Likely purchasers for 250 gallons pure maple syrup put up in 1 gallon tins.—H. J. Thomson & Co., Sharbot Lake, Ont.

Answer—Maple Tree Products, Montreal; Smalls Ltd., Montreal; Bowes Co., Toronto, Ont.

SHOW CARD WRITING SET

Will you please send list of firms where card writing set can be purchased.—The Cranbrook Trading Co., Cranbrook, B.C.

Answer—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg Co., 93 Church St., Toronto, Ont., Toronto Stamp & Stencil Works, Toronto, Ont.; Hamilton Stamp & Stencil Works, Hamilton, Ont.; Reliance Ink Co., Winnipeg, Man.; Art Metropole, Toronto, Ont.

CHEESE MANUFACTURERS

Could you give us names of leading cheese manufacturers in Eastern and Western Canada?—James B. Carter Co., Winnipeg, Man.

Answer—Ingersoll Packing Co., Ingersoll, Ont.

BUTTER IN TINS

Would you be good enough to inform us the names of some firms in Canada who are packers of butter in tins (half-pound and pound sizes). We prefer something that can stand up under the West Indian heat.

MARITIME BROKERS,
Moncton, N.B.

Answer—Smith & Proctor, Halifax, N.S.; Bowes Co., Toronto, Ont.

BERRY BOXES

We will be obliged if you can give us the names of manufacturers of strawberry boxes (wood), usually, put up 100 boxes to case. We might require a car load for another season and some now.

M. WOOD & SON, LTD.,
Sackville, N.B.

Answer—You could purchase some from B. C. Mfg. Co., New Westminster, B.C. Their agents are S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont., or Oakville Basket Co., Oakville, Ont.

MANUFACTURERS OF LA FRANCE CASTILE SOAP. AGENTS FOR SAPOLIO.

Will you please tell us who manufactures La France Castile soap, also the Toronto agents for Sapolio?

READER.

Answer—La France Castile soap is manufactured by the John Taylor & Co., Toronto, Ont. Agents for Sapolio are Harold F. Ritchie & Co., Toronto, Ont.

HARD COAL

Could you please inform me as to where I may obtain hard coal for immediate shipment?

MR. V. PHILIP,
Sarsfield, Ontario.

Answer—We have found out from the different coal firms in this city that hard coal is very scarce at the present time. They are not taking orders for Toronto customers or for out of town shipments.

FRESH MEAT DEPARTMENT

Can you supply me with particulars regarding how to determine quality, names of the various kinds, and cutting in connection with opening a fresh meat dept. in a grocery store?

MR. A. C. FOELL,
John and Barton Sts.,
Hamilton, Ont.

Answer—The Wm. Davies Co. have advertised a booklet which, although it is gotten up for the consumer, we believe you would find very valuable in opening up a fresh meat department.

Mr. Arthur Phillips, of Wm. Davies Co., 521 Front St. East, Toronto, would be glad to send you one of these and to give you any other information that would help you.

AGENCY FOR WHITELOCK MINERAL WATER

We would appreciate being advised the name of a broker in Canada who has the selling agency for Whitelock mineral water.

H. G. SMITH, LTD.,
Regina, Sask.

Answer—This is handled by F. X. St. Charles Cie, Ltd., 41 St. Gabriel St., Montreal, and MacLaren's Imperial Cheese Co., Toronto, Ont.

PASTRY BOOK

Could you please tell us where we could get a pastry book called "The American Pastrycook," by Jessup Whitehead, Chicago?

PARCLEY & SON,
Salmon Arm, B.C.

Answer—We would refer you to A. C. McClurg Co., 218 Wabash Ave., Chicago, Ill

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

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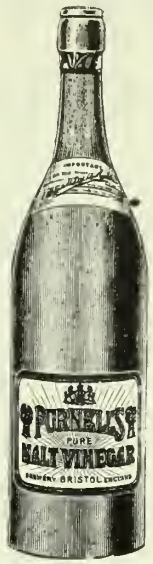
PURNELL'S



England's Best PURE MALT

VINEGAR, PICKLES & SAUCES

SPECIALITY B V FRUIT SAUCE

Have Stood the Test of Time

Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

HEAD OFFICE:
7 MOORGATE ST.,
LONDON, ENGLAND
ESTABLISHED 17TH CENTURY

CABLE ADDRESS
DOBREE
HALIFAX

SAMUEL DOBREE & SONS

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

BROKERS—Import Department

Maritime Provinces, Newfoundland and Ontario
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

PROVINCE OF QUEBEC
W. S. GOODHUGH & CO.,
312 Board of Trade Bldg., Montreal
SUGAR AND MOLASSES

H. R. BARNARD,
St. Nicholas Bldg., 3 St. Nicholas St., Montreal
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

77 Upper Water St.
HALIFAX - Canada

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

SOMETHING NEW
PRESERVED STRAWBERRIES
Packed at
NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

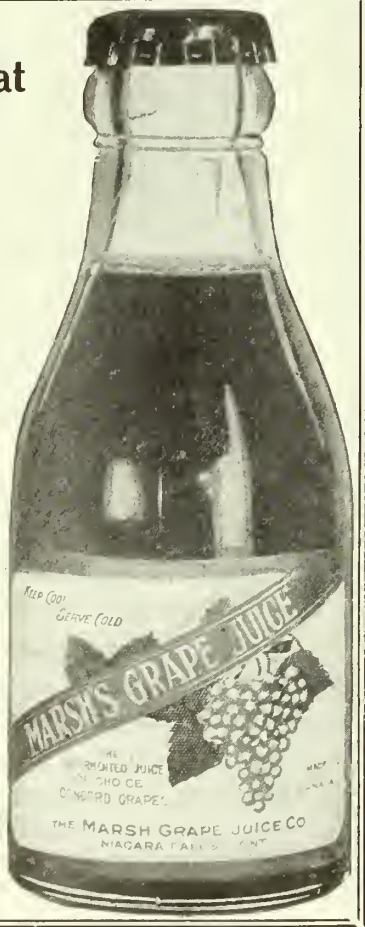
Have you seen them?

DOMINION CANNERS, LIMITED
HAMILTON, CANADA

A Popularity that Never Wanes

Marsh's Grape Juice has been on the market for some time and it is still going strong. It's high standard quality is a sufficient guarantee of your customers' satisfaction.

A trial will surely please.



The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

OAKEY'S "WELLINGTON' KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 147 Bannatyne Ave. Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request

These Figures reflect

the Public support that is accorded to an article of *good value, fine quality* and *consistent excellence.* For the first eight months of 1920 our Canadian Sales are—

675,137 lbs. Ahead of last Year

30 Years in the field giving the best Public Service in our power

SALADA TEA COMPANY OF CANADA, LIMITED

Peaches Peaches Peaches

Finest Niagara Elbertas now ready for preserving

Bartlett Pears Plums Grapes

Finest Quality Reasonable Prices

APPLES

Duchess, Alexander, Red Astrachan, Wealthy, etc.

In Barrels, Boxes, Hampers and Baskets

California Oranges, Lemons, Tokay Grapes

Domestic Vegetables—Potatoes, Onions, Carrots, Beets, Cabbage

PETERS DUNCAN LIMITED

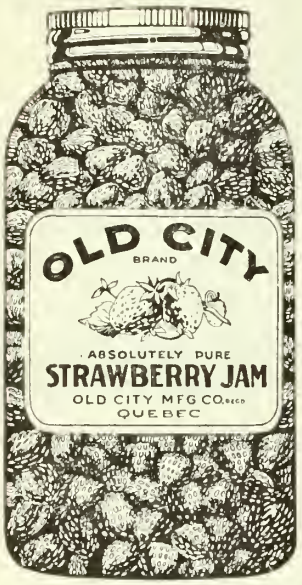
88 Front St. E.
TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

What Do These Names Mean To You?

These well-known wholesalers are ready to serve you with Old City Jam ——they say it is a commodity that every grocer should stock.

Apart from the fact that expensive sugar means less home preserving and a greater call for factory jams, the excellence of



Old City Brand Jams

which "Have the flavor that finds favor" is producing a steadily increasing demand for them.

Old City Jams are made of wholesome, sun-ripened, tempting Canadian fruits, of luscious sweetness. For purity, food value and goodness, they are without equal.

Besides the superior quality of the jam—the glass jars it comes in are worth from 10c to 15c each. Your customer will appreciate this.

Ontario Wholesale Grocers Handling Old City Brand Jams

Canada Brokerage Co., Ltd., Toronto.
Eby-Blain Ltd., Toronto.
H. P. Eckardt & Co., Toronto.
Groceries Ltd., Toronto.
Higgins & Burke, Ltd., Toronto.
F. W. Humphrey, Toronto.
T. Kinnear Co., Ltd., Toronto.
Jas. Lumbers Co., Ltd., Toronto.
Medland Bros., Ltd., Toronto.
Parsons Brown Co., Ltd., Toronto.
Perkins, Ince & Co., Toronto.
Standard Wholesale Grocery, Toronto.
Warren Bros., Toronto.
S. P. Wilson, Toronto.
Bristol Sommerville Co., Hamilton.
Jas. Turner & Co., Hamilton.
H. N. Bate & Sons, Ltd., Ottawa.
F. J. Castle Co., Ltd., Ottawa.
E. M. Lerner & Sons, Ottawa.
S. J. Maior, Limited, Ottawa.
L. H. Major & J. Soubliere, Ltd., Ottawa.
Provost & Allard, Ottawa.
Geo. Robertson & Sons, Kingston.
W. G. Craig & Co., Kingston.
Medland Bros., Limited, Lindsay.
Gilmour & Co., Brockville.
Hunter & Co., Pembroke.
W. T. Harris & Co., Ltd., Owen Sound.
Stratford Wholesale Grocery Co., Stratford, Ont.
Harding Co., St. Thomas.
T. Kenny & Co., Sarnia.
T. B. Escott & Co., London.
A. M. Smith & Co., London.
M. Masuret & Co., London.
Edward Adams & Co., London.
Elliott Marr & Co., Ltd., London.
J. F. Smythe & Co., Ltd., Windsor.

Further List to Follow

OLD CITY MFG. COMPANY REGD., QUEBEC

"Makers of jam too good to hide in tins"

E. B. NETTELFIELD & COMPANY

General Sales Agents

50 Front St. E., Toronto

Represented by:—Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton. W. S. Watts, 124 Bruce St., London, for Western Ontario. J. H. Trowbridge, 256 Albert St., for Ottawa. R. M. Wyman, Yarmouth, N.S., for Newfoundland. Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Particular People

SOMETIMES customers ask your advice about tea. You need never hesitate to recommend Red Rose. Red Rose makes friends and holds them. It has the quality, the strength and the flavor. The more particular your customer is, the more she'll appreciate Red Rose.

T. H. Estabrooks Co., Ltd.

St. John Montreal Toronto
Winnipeg Calgary Edmonton

Announcement

AFTER five years of Government regulation we are once more permitted to manufacture high patent

PURITY FLOUR

with all the perfections of its old, high standard of quality.

No announcement of this Company was ever made with greater pleasure and our satisfaction with the welcome return to normal milling conditions will be evidenced in the material improvement in all your baking.

Order a bag from your Grocer.

Western Canada Flour Mills Co., Limited

Three Good Suggestions

Order Keen's Mustard from your wholesaler—

Display it well—Suggest it often.

Your best asset is a satisfactory customer.

Canadian Agents:

MAGOR, SON & CO., LIMITED, Montreal, Toronto

To Fresh and Evaporated APPLE SHIPPERS

IF INTERESTED IN DISTRIBUTION
IN WESTERN CANADA

WIRE OR WRITE

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN CALGARY, EDMONTON, ALBERTA

CANADIAN GROCER

VOL. XXXIV TORONTO, SEPTEMBER 10, 1920 No. 37

New Freight Rates Will Mean Sharp Advance in Foodstuffs

Manufacturers and Wholesale Grocers Do Not View with Approval the Advance of Forty Per Cent. in Freight Rates—"Will Bear Very Heavily on the Cost of Living," Says One Manufacturer

DISCUSSING the new freight increase with representative manufacturers, and with A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, vigorous protest was voiced against the advance. The opinion generally shared is that the increase is inopportune, at a time when people are looking for a decline in prices. The new freight rates, representing an advance of thirty-five and forty per cent., cannot help but mean higher prices for foodstuffs.

"The new freight increase will bear very heavily on the cost of living," remarked C. M. Wrenshall of the White Swan Spices & Cereals Co., Ltd., to Canadian Grocer. "It will affect the cost of the raw material, then of the manufactured article, again to the wholesale trade, and in turn to the retailer, and ultimately the burden of the increase must be borne by the consumer. There is no justification for the increase at the present time, when everyone is looking for the cost of living to come down rather than go higher. The individual consumer should not be called upon to bear the additional expenditure of higher wages for railway employees. It should be borne by the country as a whole."

Asked as to what the new rates will mean in the cost of rolled oats to the trade, Mr. Wrenshall replied that oats will be approximately 25 cents per cwt. higher. In the matter of spices, it was impossible to state just what the increases would be. They would undoubtedly be higher.

Speaking for the wholesale grocers, A. C. Pyke, the secretary, remarked that the Wholesalers' Association had already registered a strong protest against the proposed increases. The association had asked that the increase be reckoned only on the needs of the Canadian Pacific Railway, and these, Mr. Pyke did not think, were very great. He did not think that the advance would be as high as forty per cent. "It must of course mean higher prices for foodstuffs, and at all the different sources where the increase applies, food values will be very materially affected," Mr. Pyke added. Further protest will undoubtedly be made against the new rates by the wholesalers.

"The new freight rates will mean twenty-five cents per barrel more in the price of flour," stated Gordon Doddington, of the Western Canada Flour Mills. "This advance will decrease the amount of the recent decline on all crop government standard flour to 35 cents per barrel, instead of sixty cents as announced last week. At a time when everyone is looking for prices to decline, the new freight rate increase seems very inopportune."

Ottawa, Sept. 7 (Special).—By virtue of a judgment which will be issued from the offices of the Board of Railway Commissioners, railway companies in Canada are granted an increase of forty per cent. in Eastern Canadian freight rates and thirty-five per cent. in Western freight rates, effective on Monday next, September 13, and to continue in force until December 31.

After December 31 the increase in the freight rate in Eastern Canada is reduced from forty to thirty-five per cent. and in Western Canada from thirty-five to thirty per cent.

Simultaneously with the increase in freight rates, passenger rates all over the country are advanced twenty per cent., so long as they do not exceed four cents a mile. This increase is effective only to December 31.

After that date (December 31) and for the six months period from January 1, 1921, to July 1, 1921, a ten per cent. increase is authorized.

Following July 1, passenger rates return to those in force at the present time.

The judgment will authorize increases of fifty per cent. in sleeping and parlor car rates, and an increase of twenty per cent. in the rate on excess baggage.

No increase is authorized in the rates on milk.

Authorization is given for an increase in freight on coal from ten to twenty cents a ton.

Judgment Summarized

The Chief Commissioner stated in a summary given out that during the exhaustive hearing which opened on Aug. 10, and continued for nearly two weeks, a tremendous mass of documentary evidence had been submitted. The work of going through this evidence had been a very large on, and it was only by the greatest effort on the part of the commissioners that a judgment was arrived at so soon.

Articles Exempted

The judgment will refuse to authorize any increase in the rates on sand and gravel and crushed stone, and incidentally, services such as switching, milling in transit, diversions, reconsignment, stop-overs, demurrage, weighing, etc., but provision is made for special applications in any or all of these services.

No increase is authorized in the rates on milk or commutation fares, or in the minimum class rate scales, or the minimum charge for shipment.

Coal is Affected

Authorization is given for an increase in the freight rates on coal from ten to twenty cents per ton, flat rate, (according to distance). When the rate freight is under eighty cents per ton an increase of 20 cents is allowed; when it is over 80 cents and under $6.50 the increase authorized is 15 cents, and when the rate is over $1.50 the increase will be 20 cents per ton. The rate on cordwood, slabs, mill refuse, etc., for fuel purposes is increased ten per cent.

Knowing the Goods An Aid To Sales

C. N. Koehler, Clifford, Ont., Believes that a Personal Knowledge of the Goods in Stock is Essential to the Profitable Selling of the Same--How He Cleared His Shelves of a Certain Line of Rice Flour that Was Slow in Moving.

"I FIND that when a stock of goods stands on my shelves, that the best way to turn it over is to get busy and find their special advantages," remarked C. N. Koehler, Clifford, Ont., to Canadian Grocer. "If there are any particular ways of preparing a particular line, I want to know about them, and may be I can tell the housekeepers who deal in my store something about it.

Moving Very Slowly

"A few months ago," continued Mr. Koehler, "I found I had a quantity of rice flour on my shelves for which there was scarcely any demand. I had had it for some time, and it was moving so slowly, it looked as if I was not going to be able to get rid of it. I was determined to find out all about it, and to what economic uses it could be put. I took a package home with me, and with the assistance of my wife, I discovered so many new and tasty dishes that could be made from rice flour, that I was convinced of its value as a food product, and went to the store with the determination that henceforth it was going to be a regular sale in my business.

"I realized that it was just because people did not know the many uses that can be made of rice flour, that they were not buying it. I was resolved on getting it moving, and right off commenced to talk it to my customers.

"Every woman who came into the store was told of the different ways of using rice flour in the preparation of appetizing foods. I referred them to a list of recipes that I had gathered from cook books, magazines, etc. Most of my customers were willing to try it, and many of them told their neighbors about it. In a very short time my stock that had been lying on my shelves uncalled for during almost a year was entirely sold. I am constantly having repeat orders.

Is Now a Steady Seller

"Rice flour is now a steady seller in my store, and I have given several repeat orders since I first started to boost it. It was just a case of the grocer knowing something of the goods he has to sell."

Mr. Koehler's experience in the selling of rice flour shows what a grocer can do if he gives some study and attention to the selling of his goods. It is a wise plan always for the retailer in groceries to learn all he can about the lines he is stocking. Nothing will help sales more than an intelligent discussion with the customer of the merits of the article being sold, whether it be rice flour or a number of other articles that might be mentioned. The fact that Mr. Koehler had given this particular line a trial in his own home, and had, by so doing, been convinced of its value, was sufficient guarantee to the customers that his recommendation might be followed with advantage. In a great many instances the housewife looks to her grocer for advice in special purchases from week to week. She is always looking for suggestions, something in the way of a change in the daily menu. If the grocer knows his goods, he can very frequently help his customer in this way, by recommending something that he himself has tried in his own home, an article in which he has every confidence. The customers have confidence in their grocer, and in nine cases out of ten will follow his advice. The whole thing revolves around the slogan, "Know the goods you are seling.

"Co-operative Associations Might Be a Real Menace to Legitimate Grocery"

By Staff Correspondence.

VANCOUVER. — (Special).—Your representative called on a well informed grocer to-day and discussed grocery affairs as existing in British Columbia now. "David Spencer, Ltd., in Victoria, have opened up a new groceteria department," it was volunteered.

"What do you think," said he, "about this groceteria business? Is it here for good?" It had to be acknowledged that it looked as if it was doing well in down-town districts, and for a certain class of trade.

"These departmental stores, with their cash and carry departments, which they operate at a loss, in order to bring customers to their more profitable departments are pretty tough on the legitimate grocers," said he, "who have to make a profit on groceries."

Prefers Department Store Competition

"Still," said this rural grocer, "I'd rather have the department store competition than some other competition I can think of. In fact, may be this keen departmental store cash and carry business is a blessing in disguise."

He seemed to be displaying an unusual degree of Christian fortitude under a very trying form of competition, so further inquiry was made.

"Well," he said, "in my estimation the co-operative associations might have been a real menace to the legitimate retail grocer. In fact, they looked as though they might have given us a lot of trouble. They would not remain content to stay in the down-town districts, the same as the departmental store groceteria of necessity has to, but would come out into all the suburban districts. They are a particularly insidious form of competition, because they are so plausible. The dividend end of the co-operative associations, seems to excuse, in the mind of the member-purchaser, poor service, mediocre goods and even higher prices, and although the dividends may often remain in the misty future, the member will still put up with everything, and besides this, go to a great deal of trouble to get new members. Yes, the co-operatives might have been very annoying."

"Well, where does the departmental store groceteria enter, disguised as the angel," was enquired.

"Why," said this grocer, "the class of people that would join co-ooperative associations, and probably have joined something of the kind, is now going down-town every morning with a shopping bag and buying at the departmental groceterias. A co-operative association simply could not put up any deal which would be attractive enough to compete with the departmental cash and carry departments.

"And to a grocer with a family trade, the down-town cash and carry store causes no concern—but a well run "co-op." might have given even the grocer in the residential district, with the family trade, quite a run for his money, so may be the departmental store groceterias are not so bad—not so bad."

HAVE NOT DECIDED CANADIAN LOCATION

A letter has been received by Mayor Westoby from the Sherer-Gillett Co., relative to their establishing a food product establishment in Guelph. They wrote that while such a factory would be built in Canada, they were not certain whether Guelph would be the place or not, owing to inability of getting the power required and also because of the unsatisfactory switching facilities afforded. The matter will be further taken up with the company.—Guelph Herald.

Proper Use of Advertising Reaches Existing Demand

As Well as Creating New Demands—Conservative Attitude of Many Established Dealers Loses Custom from Newcomers to Community—Importance of Seasonable Advertising

Written for Canadian Grocer by A. L. McCREADY

ADVERTISING may or may not create a demand, but, with proper usage, it will reach whatever demand exists. And every day there is a certain demand for the commodities or services of those having such to offer.

The merchant or tradesman prepared to meet this demand takes certain means to make known that he is in the field to offer his wares or services. One of these means is his daily ad. in the newspaper.

His ad. may be a quarter column or a quarter page—just in proportion to the value he places in it. But the man with the daily space, no matter what size, has an appreciation of the value gained by keeping his name continually before the public.

Firms and Residents

The man who says, "I have been in business for fifteen years, and everybody knows me," is apt to be catering to a very small trade. Residents change considerably in fifteen years, or ten years, or five years, and the new ones arriving may never have heard of Mr. Fifteen-Year Businessman. But the new residents will, from reading the local paper, become unconsciously familiar with the names of the firms who advertise, and when in need of the wares or services thus advertised, the reader will be drawn to deal with the firms whose ads. invite him.

The daily advertiser knows this and pays attention to the messages printed in his ads. That is the advertiser alive to the merit of advertising, and not the one who advertises simply because he wishes to patronize the owner of the paper, or because the paper carrying his ad. voices the same political views as himself. Such an advertiser is apt to be careless in the messages he gives—merely a summary of his business, or a statement about some slow-moving stock at a prohibitive price that dynamite wouldn't move, much less printer's ink. That is not advertising—it's not even a hobby. It's merely playing up to the printer.

Faithful Advertisers

The other class of advertiser—the 100 per cent. efficient sort, is the one who cares for his ad. as faithfully as he posts his ledger. He changes his ad. regularly—not spasmodically. Each message features a point, and aims to a point—the consumer. He may not use high-sounding words in his ads.; he believes in getting down to "brass tacks," and if it's brass tacks he wishes to sell, he says so, even to the price.

He may not be an expert ad-writer, but he can read. He knows which ads. of other firms appeal to him. He analyzes them and learns why they appeal.

Perhaps the appearance caught his eye! Such an ad. seemed well-balanced—was neither crowded nor skimped. It invited a reading. Or it may have been an illustration that drew his attention. The illustration urged that he read the message connected.

In the well-proportioned ad. he found that the reading matter was equal in space to the illustration. It may have been more, but seldom less. In some other ad. a catchy headline attracted him, or the price in large figures. He makes mental note of all these things and more, and incorporates these features in his ads. He takes an interest in writing his ads. and considers their production with the same pride that a poet does his poems. Instead of a task, the writing of his ads. becomes a pleasure.

The Seasonable Ad.

To the attentive advertiser, the writing of seasonable ads. is a motto. By seasonable ads. it is not merely meant ads. relative to the Christmas season, winter time, spring time and summer time, in course, but a more far-reaching phase of the term "seasonable advertising."

There are certain times and circumstances in each of the four calendar seasons that tend to the making of seasonable advertising.

Taking Advantage of Rain

An instance of this class of advertising is afforded by the custom of a certain small town general store man who invariably takes advantage of a night rain to feature roofing in his ad. for the following day. The heading he uses is quite in keeping when he starts out with the query, "Did Your Roof Leak Last Night?" Then he goes on to state that he has the roofing to replace that leaky one, or to patch it, whichever is desired. And under the introduction he comes out with the names of the roofing carried, and the prices.

This instance is but one of the many that may be grasped to make seasonable advertising for nearly every line of business. Our Christmas ads., our housecleaning ads. and the ads. for all the set periods of the calendar, are common knowledge to everybody, and the reader knows when to expect them; but it is the little incidents in between that may be grasped and make real live ads.

Some incident or eccentricity of nature which gives us our variety of weather and climate, afford the ad-writer inspiration for ads. that are above the prosaic, and carry the punch. At no time is the prospective customer so receptive as at the time that some incident has created a demand or desire for a certain commodity or service. This is where the writer of seasonable ads. heads the van and makes the sales. He knows when to reach the consumer, and makes use of his knowledge.

SOMETHING TO THINK ABOUT

Advertising to-day is a necessity and an asset.

Advertising has been hurt by emotional appropriations.

Merchants must figure advertising cost in their budgets just as essential as rent or labor.

It has been stated that before the war only one hundred Americans had an international vision.

Trade journals enable business men to keep a finger on the pulse of every industry.

It is as important to know the cost of distribution as to know production costs. The Government should make a survey of our Jobbers and Retailers and their merchandising costs.

American production exceeds home consumption one hundred per cent.

Systematic and forceful advertising should be employed to picture the importance of American-owned Merchant Marine.

Only twenty per cent. of our business men vote.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $4.00 a year; Great Britain, South Africa, and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, SEPTEMBER 10, 1920 No. 37

ABOUT FIRE INSURANCE

A HEADING of one of the columns in a Montreal paper recently read, "Firemen find matches on floor of grocery store after the fire." The article tells of a fire in the grocery store of R. Munuri in Montreal. As in the case of so many fires the cause is unknown but from the presence of matches on the floor the old theory of rats being the incendiary is brought forward. The complete stock and fixtures were destroyed. The loss is estimated at $1,700.00.

Fire seems to be the most elusive agent of destruction there is. A man may close up his store to-night, leaving everything in perfect order. Every precaution is taken against robbery and fire, yet, in the middle of the night, he he is called to find the whole place a seething mass of flames and he is faced with a total loss. A grocer's stock makes fine food for fire, especially in the cellars and store-rooms. There is little that may be salvaged after either fire or water has touched the goods. Many precautionary measures may be taken to avoid fire but there is no guarantee against fire that is sure. The best precaution is to have the stock well insured.

In discussing this matter with a Canadian Grocer representative recently a Montreal grocer remarked that the value of a grocer's stock has during the past four or five years increased between seventy-five and one hundred per cent. A store that carried a stock valued at say one thousand dollars three years ago must need be worth nearer two thousand to-day. The grocer must realize this and increase his fire insurance accordingly. When this merchant took stock last his stock valuation was over $36,000. Immediately he increased his insurance by $15,000. This increase of stock is mainly accounted for by the higher cost of each article and not necessarily on larger stocks. There are different kinds of fire insurance, he points out, but when a store is covered by an eighty per cent. fire insurance policy, there is every reason in the world why the insurance should be kept up to the full value of the stock.

EDITORIALS IN BRIEF

THE number of exhibits of foodstuffs at the Canadian National Exhibition this year has been the subject of much favorable comment by men in the trade. Efforts to have a Pure Food building for the exclusive showing of these lines are being pushed vigorously, and it is hoped that something definite in the way of carrying out the project will have been formulated before long.

* * *

THE new freight increase, representing an advance of forty per cent., in Eastern Canada and of thirty-five per cent. in the West, is not viewed with approval by manufacturers. It seems to be the consensus of opinion that foodstuffs must necessarily be higher because of higher freight charges. The grocer, who suffers as much as any person, under the burden of high prices, will look with disfavor on this decision of the Federal Board of Railway Commissioners, at a time when it is hoped prices would decline rather than advance.

Equipment Essential for Bulk Goods

If a Grocer is Going to Sell Bulk Goods Profitably, He Must Have the Proper Appliances for the Handling of the Same—Good Workmen Know the Value of the Best Tools

(By Henry Johnson, Jr.)

THE dentist who filled my first tooth scraped the cavity out with various shaped chisels. The process was lengthy and tedious, also painful. Yet that was less than forty years ago! Next time I went he had a foot power and drills wherewith he hurt me more but shortened the process to a few minutes. He told me the cost of the outfit, and, at $1.50 for ordinary fillings I thought his investment of doubtful wisdom; but he was right, as every dentist today knows. They understand that almost no cost for equipment that saves their time is too great; and equipment costs now many times what it cost in 1885.

Translate that into terms of handling groceries and you will see how it applies. Think what it costs you in time and money—time which is money and money which is time—to travel over space to get and weigh articles which could be stored right at hand in modern equipment. Think what you lose daily by having to pass things that are near your scales, but seldom asked for, to get things which are distant but wanted constantly.

If you do business of only $100 daily, you have 300 transactions. If only half of those transactions involve any weighing and you lose time worth half a cent that might otherwise be saved on each of those weighings, your daily needless expense is 75 cents, or $225 a year! Make the figure double for twice the business and treble for thrice that much and see how the figures of loss mount up. Why, $300 to $750 a year is gone before you know it.

Overweights by Choice

If I were to say to you that often you give overweights by choice, you'd think I was dreaming, would you not? Yet you do it daily and your clerks do it oftener than you do! How? Well, think of it:

You walk many feet to a distant container, put what you think is about right into a bag, walk to the scale. You did not get enough, so you rush back to the container. This time you get too much. You weigh exactly and find "just a little" left over in the scoop. You glance back over the distance to the container and drop the remainder into the bag—voluntary overweight to save the time and trouble in running back with the surplus—"too small to bother with when I'm busy!"

Is not that what you do? Do you not realize that your boys and girls do it more frequently, more freely, more generously than you do? Have you ever thought what a drain on your resources this is?

If you will give this source of waste proper consideration, you will decide, I am sure, that you cannot take too much thought or care to avoid it, for it is a constant leakage; and "the smallest leak will sink the largest ship."

There are lines naturally subject to this sort of shrinkage which you must watch and price with excessive care. Apples, for example, and potatoes, also asparagus, beans, peas, etc., which it is increasingly the custom to handle by weight. It is logical to sell these by weight. It is best both for you and your trade to handle them that way. But you must know the conditions.

Apples, cranberries, potatoes, all perishables of that kind, lose weight constantly. The shrinkage is not great—though must be taken into account in pricing them—because the turnover is rapid. It should be rapid even in potatoes, and long storage of those is a source of loss. But everybody gives overweight on such of these items as come in big units—potatoes, apples, sweet potatoes. This because you get "as near as possible" to exact weight and the last unit is almost sure to turn the scale too quickly and result in down weight; yet to take off that last one would result in underweight, so you leave it.

Customers Lost by Underweight

Something you do less frequently than your clerks is to give underweight intentionally or consciously. This is where the weight is very nearly right and you do not go back to a distant container for the "trifle" necessary to make the scale turn. Such shortages result in lost trade more frequently than you know. The customer weighs the goods; finds an occasional shortage. She says nothing—does not like to kick—but just quits. Here we get a black eye and are unconscious of the cause. You would resent indignantly the charge that you are guilty of underweighting.

I have shown already that resort to package goods is not the way out. Not that certain goods are not best handled in packages—for they are. It would be out of the question for you to handle corn starch in bulk, it is a question whether ground spices generally can be handled in bulk to advantage, all canned foods are in packages by their very nature. And there are many other items that will occur to anybody as better handled in packages than in bulk. We must not go to extremes in any of our thoughts or plans.

But, as I have shown, we must avoid certain lines of packages assiduously for our own sake and also for that of our customers. This because by handling bulk goods we protect our own profits, conserve our individuality and good will and deliver merchandise to our customers for much less than if we sold only packages.

Must Have Best Equipment for Bulk Merchandise

The point is that we cannot handle bulk goods efficiently unless we have the right equipment. This equipment must be laid out to conserve time and strength—which is money. It must be so located as to concentrate within the smallest space those things which are in most active demand. It must be of such character as will protect the bulk goods as much as possible against waste from all possible causes.

Do you know that a bag of raw coffee which leaves Brazil weighing 132 pounds net will weigh not more than 126 pounds four or five months afterwards, even when piled up in close, tall stacks in an importer's warehouse?

Do you know that nuts in the shell wil shrink an average of five per cent.—five pounds in the hundred—in a few weeks if exposed in an ordinary store?

It therefore follows that all bulk merchandise should be kept in containers made as nearly airtight as practicable.

There is the other well-known and very considerable loss due to samplers. We are familiar with that feature; but we know also that goods are sold by display and that people are tempted to buy when they can see, feel and taste. So the plan must be to get the maximum of display with the minimum of exposure and sampling.

These features are all provided by up-to-date equipment—all except the facility for tasting. That enables the merchant to choose to whom he will hand out tasting samples. His goods are not open to the depredations of merely idle eaters of whom there are plenty to pester the business life out of most of us.

Greatest Study and Discrimination Necessary

The fact is that in these days of narrowing margins, when net profits are down to about two per cent. in the grocery business on the average, a merchant needs to study every item, every method, every location and every im-

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Many Exhibits of Foodstuffs Shown at Sherbrooke

Sherbrooke, Que., Sept. 8.—(Special)—In the Agricultural Building of the Eastern Townships Exhibition at Sherbrooke, Que., various foodstuffs were certainly artistically and effectually exhibited. All lines were well represented especially in the butter and cheese section. The entries in the section were numerous and were displayed in an effective manner by means of a new installation of refrigerators. In the Manufacturers' Building the following manufacturers were represented in artistically decorated booths: The Toledo Scale Company, The White Packing Co., The Cowan Co., Limited, Toronto, Grimm Manufacturing Co., Limited, Ogilvie Co., Egg-O Baking Powder Co., Nuggett Shoe Polish, Wagstaffe Limited, Bovril, and Lipton's Tea.

Some of these firms have exhibited from year to year at the Sherbrooke Exhibition. others are starting an aggressive campaign to cover Quebec specially, and made a good start in advertising at the exhibition which is one of the largest in the Province of Quebec.

CELEBRATES BIRTHDAY WITH GIFT TO EMPLOYEES

T. H. Estabrooks & Co., Ltd., celebrated its twenty-fifth year in business last week by reversing the usual custom of receiving birthday presents to that of giving them. Every employee of the company were presented with a cheque for twenty-five dollars for every year they were in the firm's employ. Many of the employees have been with the company for a great number of years and the cheques will therefore amount to a considerable sum.

SECOND CROP OF BERRIES AT INGERSOLL

Ingersoll, Sept.—Many residents of the town and district have reported second crops of berries, both black and red, during the last week or two. The quantity and quality of the second crop is said to be equal to the first crop which was large and excellent.

Longe Bros., Kitchener, Ont., have sold their fruit business to W. Walker, of Hugh Walker & Son, of Guelph, Ont. The sum paid is said to be $29,500. Longe Bros., however, will continue to operate the new business for the owners.

Ontario

E. D. Ward, Galt, Ont., retail grocer, has sold his store to Geo. Dickie.

John Murphy, retail grocer, Toronto, Ont., has sold to F. Hodgson.

R. C. Braund, Peterborough, Ont., is opening a new retail grocery business.

The City of Kingston has reverted to standard time, commencing last Monday.

P. C. Larkin, of the Salada Tea Co., Toronto, has sailed for England on a periodical visit to the company's offices there.

Fred Beard, who has been operating a grocery store in West Toronto for the past eight years, is taking over the management of the Stratford Co-operative store early next week.

The Canada Bread Co., Toronto, has been granted a permit for a brick and steel factory and stables on the southeast corner of Danforth and Ladysmith avenues, at an estimated cost of $250,000.

The Port Stanley Farmers' Co-operative Company was recently incorporated, with a capital stock of $10,000, divided into shares of $5.00 each. The company will build a warehouse for the handling of merchandise for the shareholders, and will also sell the products of the shareholders.

An Inter-Imperial Exhibition in London in 1923

Plans are under way to hold an inter-Imperial Exhibition in London, England, in 1923, to celebrate the achievements of the British Empire in the Great War. The proposal to hold an inter-Imperial Exhibition in London was initiated by Lord Strathcona about a year before the war, on the outbreak of which the matter fell into abeyance. Since the cessation of hostilities, however, the scheme has been revived, and at a meeting held at the British Empire Club, under the auspices of the British Empire League, on the 20th May, 1919, attended by ministers, High Commissioners, and Agents-General of the Overseas Dominions, a unanimous resolution was passed in favor of holding in London, in the summer of 1921, a great exhibition of the manufactures and products of the Empire.

Since that date a good deal of preliminary work has been done, but it is not anticipated than an exhibition on the scale contemplated can be held before 1923.

Order-in-Council re Light Beers' Sale Postponed

The order-in-council, passed by the Ontario Government on July 16th, and which was to have become effective Sept. first, giving municipalities in the Province the power to restrict the sale of light beers to standard hotels only, has been postponed until November first.

In the meantime those who are opposed to the standard hotels getting exclusive rights will have an opportunity to present their objections. With the order-in-council effective, municipalities throughout Ontario will have the power to prohibit groceries and restaurants from selling light beers. A movement of this kind, is not viewed with satisfaction by the trade, and already wholesale grocers have registered their objection. In fact the postponement of the order-in-council to November first is largely due to their representations.

Will Support the Protest Against 'Phone Increase

Ottawa, Sept.—Representatives of the Ottawa Board of Trade, Kiwanis Club, Retail Merchants' Association and Rotary Club, at a meeting recently under the auspices of the Ottawa Board of Trade, unanimously decided to tender the strongest support to the municipalities fighting the proposed rate increases asked by the Bell Telephone Company. A resolution setting forth the determination was passed without a dissenting voice, and after Mr. C. F. Sise, vice-president and general manager of the company, had set forth the company's reasons for the application.

POTATO CROP IN QUEBEC THE HEAVIEST IN YEARS

Montreal.—There was a report current in the local trade this morning, coming from a merchant who had recently returned from the Mountains, that there was such a quantity of potatoes in that part of the country that this commodity was selling as low as 75 cents a bag in St. Jerome. This price is almost a dollar below that which is being asked for potatoes coming into the city from farmers in the outlying district.

NEWS FROM WESTERN CANADA

Western

J. R. Hepburn, Wolseley, Sask., has purchased the business of Magee & Thompson, Ltd.

Birks, Crawford & Co., have removed their offices from 325 Homer street, to 1101 Dominion Building, Vancouver, B.C., where they have outfitted a splendid suite of offices. Birks, Crawford & Co. are the representatives for the firm of C. B. Lindsay & Co., of London and Liverpool, large canned goods commission merchants in the United Kingdom.

The Pacific Milk Company of Vancouver has extended its business by the operation of a new factory at Abbotsford, B.C. This Abbotsford territory, and dairying district around it, is considered to be a rich milk producing centre. The Pacific Milk plants are the only ones operating in B.C. at this season.

Chas. H. Comings, who has just returned from San Francisco, where he was associated with the Nash Association, has joined the firm of Richardson-Green, Limited, of Winnipeg, and will act in the capacity of Secretary-Treasurer for that concern. Prior to moving to San Francisco, Mr. Comings was, for fifteen years, manager of the Rogers Fruit Co., and previous to that, he spent ten years with the Pioneer Fruit Co., of Brandon, Man., as manager.

INCREASE IN STREET CAR FARES IN WINNIPEG

Winnipeg, Sept. 4.—The Public Utilities Commissioner, of Winnipeg, Man., has issued an order authorizing an increase of one cent in the rates of fare on all cars of the Winnipeg Electric Railway Co. The following rates to be come effective on September 1, 1920: Cash fares 7 cents; 4 tickets (good all times) 25 cents.

British Interests Now Control the King-Beach Co.

Vancouver.---A few weeks ago there was listed on the London Stock Exchange the shares of the Anglo-British Columbia Packing Company. Directly concerned with this company is H. O. Bell-Irving of Vancouver, who sees in the jam and fruit preserving business in British Columbia a good future, and it is in this field that the new company will operate.

The company has secured a controlling interest in the King-Beach Company at Mission, B.C., which is considered to be one of the best jam plants in B.C., and whose product is well and favorably known in all markets. It is not the intention of the company to extend the Mission factory at present, but rather to grow up with the industry.

The directors of the new company are: Chairman, John Bell-Irving, Lockerbie, Scotland; other directors, E. S. H. Corbett, Send, Surrey, England; Lieut.-Colonel A. Bell-Irving, D.S.O., London; David Landale, London. Bankers: Bank of Scotland and Canadian Bank of Commerce, London. Agents in British Columbia: H. Bell-Irving & Co., Limited, Vancouver.

The authorized capital of the company, which has its headquarters in London, is £350,000, divided into 100,000 8 per cent. cumulative preference shares of £1 each and 250,000 ordinary shares of £1 each, the issued capital being 50,000 8 per cent. cumulative preference shares of £1 each and 125,000 ordinary shares of £1 each, of which 75,000 have been recently issued to the shareholders as bonus shares. A further 75,000 ordinary shares have been subscribed for at par.

It was announced by H. O. Bell-Irving that no change in the management of the Mission company would take place, and that both R. P. King and H. Beach will still be connected with the company.

Vancouver Store is Now Operating Its Own Bakery

Vancouver, B.C.—While not the first retail store in Vancouver to operate its own bakery in connection, David Spencer, Ltd., have installed what is undoubtedly the most elaborate confectionery factory in the city.

The largest electric oven in Vancouver does the baking and the mixing is all done by electric power. As Mr. Hardman, the master baker in charge, says, "We will make a type of confectionery that has not been on sale in Vancouver. If we had to wholesale our cakes we could not put the material into them at the price either, but as we are making for our own trade, we can and will put the best of everything into the goods."

The Saturday confectionery sale has increased a hundred dollars in the last month, and is increasing every day.

One Granville street grocer has operated a bread bakery for some months now, and has attracted a great volume of trade by the excellence of his bread. What made him take this action was a notice from the Bakers' Association that his margin of profit would be cut down on their bread. He hired a good bread baker, fitted up a bakery on the top floor of his premises and now he is independent and making more money.

Western Canada Flour Mills' Staff Enjoy Holiday

The members of the eastern sales and advertising staffs of the Western Canada Flour Mills Co., Limited, were the guests of the company at the Toronto Exhibition on Sept. 2nd, 3rd and 4th. After visiting the exhibition the staffs to the number of 40 were entertained at dinner in the Hotel St. Charles on the evening of the 2nd.

J. E. McFarland, the company's general manager, presided. The gathering was a very and happy spirited one. J. Dodington rendered in pleasing style several fine vocal selections and a very enjoyable evening closed with a hearty vote of thanks to the general manager and the singing of the national anthem.

Friday another visit to the exhibition and an extended drive round the city took up the day. In the evening after an informal dinner at the Prince George the staff attended a very fine performance at Shea's Theatre. A visit to Niagara Falls by the out-of-town staffs closed a very pleasant three-day visit and the visitors left for Montreal and points east on the 10.30 train Saturday night.

Mr. McFarlane's announcement that these meetings would be of annual occurrence was enthusiastically received by all.

Those attending were:—J. E. McFarlane, General Manager; G. K. Stratford, Sec.-Treas.; J. F. Shaw, Special Representative, Sault Ste. Marie.

Maritime Province staff—Messrs. Tilton, Hamilton, Williams and Cochrane.

Quebec Province staff—Messrs. Marshall, Morin, Miller, Berthiaume, Menard, Gagne, Macfarlane and Gingras.

Ottawa staff — Messrs. Gauvreau and Lorrain.

Ontario staff—Messrs. Dodington, Layman, Carr, Hiscox, Dack, Young, Fraser.

Head office staff—Messrs. Page, Morton, Buckberrough, Grant, Knowles, Roseborrough, Dodington, Collins, Brown, Harris and Iler and Messrs. Sparr, Hodgins, Dubke, Gilmor, Terry and Southworth, Toronto staff.

Food Products' Association is Formed by C. N. E. Exhibitors

EXHIBITION GROUNDS, Toronto, Sept. 8 (Special).—At the meeting of the Canadian National Exhibition food exhibitors this afternoon, an association to be known as the Food Products' Association was formed, with officers as follows:

Chairman: H. N. Cowan, Cowan Co., Ltd.; vice-chairman, H. C. Scully, Christie Brown Co., Ltd.; secretary-treasurer, B. T. Huston, manager Canadian Grocer; executive, Joseph Ruddy, Canada Starch Co., George Hortop, Borden Co.; James Wagstaffe, Wagstaffe Ltd., Hamilton; W. G. Patrick, W. G. Patrick & Co.; R. E. Lennox, Gunn's Ltd.

W. G. Irving, vice-president of the Canadian National Exhibition, was present and outlined the ideas of the exhibition authorities as to the general construction and cost of space in the proposed new food building. It was pointed out that the present Transportation Building was the best laid-out building on the grounds. It had 30,000 square feet of exhibit space and 10,000 square feet in aisle space. It was the proper size for a food building. The estimated cost of a new food building is $150,000. This would mean 50 cents per square foot per annum for exhibitors. This charge is based on interest, sinking fund, and maintenance. Mr. Irving also said some guarantee would have to be made before it was erected, and pointed out if sixty per cent. of the space could be guaranteed, exhibition authorities could take a chance on going ahead with the building. The basement could be utilized for storage purposes, and it is quite likely that if the new food building is constructed, fresh meats can be in the future shown there.

The executive committee will get pans prepared as to how space can be allotted and then go further into the matter with the exhibition directors.

Manitoba R.M.A. Suggestions to the Bd. of Commerce

The advisory Committee of the Manitoba Retail Merchants' Association of Canada, have made certain suggestions to the Board of Commerce. These were first made at a meeting of the committee with the Board in Winnipeg the first week of August, and were afterwards transmitted in writing to the Board. The committee expresses approval of the action of the board in cancelling the order on retail grocers which required the preparation of reports of purchases and sales. The committee also recommends the appointment of advisors to act with the board recognized as qualified, competent and experienced men by business men in such lines of retail trade as are to be examined by the board.

Want Government Department

It is further pointed out that as there are departments of labor and of agriculture in the government, there should also be a department for the retail trade. The committee recommends that the retail trade of Canada be given the recognition that it deserves by the setting up of a department of the department of Trade and Commerce, for the assistance, protection, and development of the retail trade of Canada.

The Manitoba retail merchants' committee also recommend that the powers of the board be amended so as to enable it to make such rulings or recommendations as would be in the best interests of the retail trade of Canada. Whatever action is taken in the interests of the retail trade will be in the best interests of the consuming public whom the retail trade serves.

Other Recommendations

Other recommendations were to the effect that the responsibility for the quality or standard of any commodity be upon the maker or packer, and that the onus be not shifted to others who handled the same, that the resale price of every article be a subject for examination by the board and that everyone concerned in the making or marketing of the same be called into conferences when the same is under examination, that reasonable complaints of any kind respecting the inland trade of Canada be a subject for examination and that all charges or complaints be considered only in the presence of all those concerned in such examination, and that all acts of the government or other bodies pertaining to the retail trade of Canada be referred to the Retail Merchants' Association of Canada for their consideration before the same becomes operative.

A MUCH-REGRETTED DEMISE

MONTREAL.—The grocery trade, and particularly what are familiarly known as the "old-timers," learned with regret of the sudden passing of Arthur P. Tippet, of Arthur P. Tippet & Co., importers and manufacturers' agents here for many years, as announced in last week's issue.

On Sunday night of last week, about eleven o'clock, Mr. Tippet began to feel pain and retired. The pain increased in severity and just as medical aid had been secured he expired.

Mr. Tippet was in business in Montreal for a good many years and had wide connections in the trade. A brother was with him in business in Montreal and another looked after the Toronto office.

Many Features in This Groceteria Help Service

In the groceteria of the Hudson Bay Co., in Edmonton, Alta., there are many things that appeal to the visitor, in the way of facilitating the handling and serving of customers. One feature that marks it out are the shelves and the manner in which they are built. They are constructed away from the walls about four feet. This gives plenty of space to open cases, and fill the shelves from behind. If the shelves won't hold the whole case, it is left there, out of the way, out of sight, until room is made for the balance of the contents. In this way the shelves can be replenished at the busiest time of the day without holding up business or messing up the store.

Numbers on the Shelves

Numbers on the top of the shelves indicate the different sections. There are generally two or three lines in each section. The goods are never changed from one section to another. Consequently the customers know just where to go for each article. This system, the management points out, works out splendidly when a new customer comes into the store to make a purchase. But if she cannot find, say, a certain brand of baking powder, she quite naturally inquires at the desk. The girl there knows in what section every article is placed and, without leaving the desk, gives the customer the number, these numbers being easily visible from every part of the store.

Selling Produce Lines

A large refrigerator with glass doors is at the front of the store. A sign on the top of it reads "kindly help yourself." Ham and bacon are sliced every morning and wrapped in grease proof paper, in one pound packages. The refrigeration plant is in the basement and is most complete, for the safe handling of produce.

A table at the front of the store provides a place for customers to leave parcels they have with them at the time of entering the store. Peter Blake, the manager of the groceteria, opened the store for the company in July of 1918. The company also has another grocery department, conducted on the old lines. Both departments co-operate in buying.

SARDINE PLANT BURNS

Eastport, Me., Sept.—Loss estimated by officials of the Seacoast Canning Company at $350,000 was caused by fire which destroyed two buildings of the company's sardine packing plant in this city. The plant employed 450 workers.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL grocery markets are generally steady although slight declines and also some advances have taken place during the past week on some lines of commodities. Fall trade has started very favorably and merchants and manufacturers are looking for an active business this coming winter.

MONTREAL—The sugar market here is inclined to be panicky and reports and rumors circulating are not tending to keep prices on an even keel. Molasses market is not so seriously disturbed and there has been a bigger decline in that market than on sugar. Coffee prices will be lower. New medium grade Japan teas are on the market at stiff prices. The spice market is quiet. Raisins are sure to be higher. French sardines have advanced. Wrapping paper has shown another advance. Oranges are higher and apples much lower. General fruit prices are lower. There is a splendid vegetable market. Package oats will be lower in price. Rolled oats are cheaper. Moth balls, soda bicarbonate and lamp burners are higher.

There are no price changes on the produce market this week. The whole market is very strong. Butter prices continue high. Eggs are being imported to Montreal. There is a scarcity of cattle on the market but relief is expected shortly. The fresh meat market is very strong. Cheese is coming in in better supply.

TORONTO—The markets for general groceries are generally steady to firm with a few advances and some declines. There are no new developments in the sugar situation, the movement from refineries remains quiet but second hand sugars are moving at a variety of prices which are below that quoted by refineries. Retailers are selling sugar at prices ranging from twenty to twenty one cents per pound which is also below market quotations. Those that have sugar to sell are all anxious to do business and are offering their stocks at prices below those at which it can be replaced from the refineries. The raw sugar market continues easy with very few sales being made. One brand of pancake flour advanced during the week also ice cream salt, carbonate of soda and one brand of salad dressing. One brand of corn flakes has again reduced quotations. The cereal market is generally steady although rolled oats show a decline. There is apparently considerable competition in canned peas, due no doubt to the lack of interest on the part of the retail trade to stock heavily, the result is that the price basis has been lowered. Grecian currants are ruling in a very strong market: this condition has been brought about by the fact that the United States who previous to prohibition were a buyer of little importance, are now bidding against England for the available stocks in Greece and also for the new crop. The Grecian currant crop is estimated to be around 110,000 tons which is much below an average crop. There is very little change in the spice market pending the arrival of new crop goods: white peppers and cloves have shown a slight shading but otherwise the entire line is in a fairly steady position. The only change in the nut market is a slight decline on Spanish peanuts, this decline is more a matter of exchange than market condition. Ceylon and Indian teas are firm with the better grades holding at high figures and the lower grades slightly firmer. Japan seconds which opened at fairly high prices are much easier and lower prices are expected. The coffee market is easier for futures, spot stocks are unchanged. Vegetables are plentiful and low prices prevail. Since the decline of last week the flour market has shown a firmness. Millfeeds are in scant supply, brought about by the slow delivery of new crop wheat and until this condition is improved no relief in the shortage can be expected.

Fresh beef cuts, spring lamb and mutton are easier and quotations are lower. Calves are firm with slightly higher prices. Lard has advanced. Butter, eggs and cheese are steady at firm quotations. Fresh fish is in active demand with herrings slightly higher.

WINNIPEG—Wheat cutting is practically now finished in the prairie provinces, and thrashing is in full swing. There is without doubt a renewal of confidence in the general condition among the retail trade. Sugar is being offered at about a cent and a half lower in Manitoba than in the Eastern Provinces. Retailers state that their sugar stock has been greatly reduced and no doubt there will be a heavy demand for sugar during the next few weeks. Rogers' cane syrup declined 65 cents a case on 2's and 95 cents on 5's and 10's during the week. Corn syrup and starch remain steady. It has been intimated by manufacturers that there will be no decline in these lines for at least 60 days.

QUEBEC MARKETS

MONTREAL, Sept. 10.—In some lines the general market is more active. The sugar market is unchanged and inclined to be panicky. Old flour has declined 60 cents per barrel and the new flour will be marketed at a reduction of $1.60. Coffee will be cheaper. French sardines are dearer. A big vegetable market features Bonsecour.

Sugar Market Steadier

Montreal.

SUGAR.—There is no change in the sugar situation this week. The price remains unchanged and refiners claim that a further drop in price is entirely unlikely in the near future. In some circles however, there is a tendency to unload all stocks of sugar as quickly as possible and this leads to rather a panicky market. Although the raw sugar market has had rather a slump during the past week it has firmed up again and the New York market is fairly steady. Refiners state that even though the price of raw sugar should drop further it would be a matter of at least two months before the Canadian market would be directly effected. The reports from Germany on sugar beet are more favourable and this should help reduce the price of raws here later in the season. No break in the sugar market is expected here in the near future.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	22 00
Acadia Sugar Refinery, extra granulated	22 00
Canada Sugar Refinery	22 00
Dominion Sugar Co., Ltd., crystal granu.	22 00
St. Lawrence Sugar Refineries	22 00
Icing, barrels	22 20
Do., 25-lb. boxes	22 60
Do., 50-lb. boxes	22 40
Do., 50 1-lb. boxes	23 70
Yellow, No. 1, bags	21 60
Do., barrels	21 65
Dark Brown	21 40

Molasses Market Firmer

Montreal.

MOLASSES.—The molasses market is affected similarily to the sugar market but not as much stress is put on its condition since the demand is not as large. There was a bigger drop in the price of molasses than in the price of sugar but since the raw market is a little steadier this week the price of molasses is unchanged at last week's quotations. No further change in this market is expected in the near future.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 50
Barrels	....	1 53
Half barrels	....	1 55
Puncheons, outside city	....	1 45
Fancy Molasses (in tins)—		
2 lb. tins, 2 doz. in case, case	....	6 00
[illegible] tins, 2 doz. in case, case	....	8 25
[illegible] tins, 1 doz. in case, case	....	[illegible]
10-lb. tins, ½ doz. in case, case	....	6 65

Package Goods Steady

Montreal.

PACKAGE GOODS. — There is no change in the price of package goods this week. The market is steady in all lines. The quotations for corn flakes are back to their normal position once more. The easier corn market has accounted for the higher cost of cartons. There is an intimation that lower prices on package oats may be looked for towards the end of September.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Lower Prices on Coffee

Montreal.

COFFEE AND COCOA.—The coffee market is easier this week and Canadian Grocer expects to announce some lower prices on coffee next week. The change will not be great, but it will be a slight movement towards lower prices for coffee. The cocoa market remains firm with a very fair demand.

Spice Market Still Quiet

Montreal.

SPICES.—The spice market continues steady and rather quiet but it is expected that through this week and next a change in the demand will occur and a more active market will be apparent.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rolled Oats Lower

Montreal.

CEREALS. — There is a great deal easier market on cereals, especially on rolled oats and oat meal. There has been a splendid crop this year and prices will likely be still easier. The present quotations on rolled oats are from $5.40 to $5.50 per bag. This lower market will effect the price of package oats about the end of this month.

Rice Prices Unchanged

Montreal.

RICE. — The rice market continues very quiet with no price changes.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

New Japan Tea Arrives

Montreal.

TEAS.—There is undoubtedly an easier feeling on the better lines of Ceylon and Indian teas but there is no change in price announced. The first shipments of the medium grade Japan teas of the new crop have arrived and the new quotations given below are rather stiff but seem to be firm at these quotations. It is a slight advance on previous quotations.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Strong Fall Nut Market

Montreal.

NUTS.—No change is apparent in

quotations this week on nuts. The market promises to be very strong for the Fall and Winter trade. The very easy prices that were quoted for a while on walnuts have almost disappeared with the exhaustion of the old stocks and prices current on the new crop will be much higher.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 32
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Wrapping Paper Higher

Montreal.

WRAPPING PAPER.—Still another advance is announced this week on craft wrapping paper. The new quotation is an advance of one-cent per pound, making the price 15¾ cents.

Lamp Burners Have Advanced

Montreal.

MISCELLANEOUS. — There are a number of changes this week in the chemical lines handled by grocers. Soda bicarbonate has advanced fifty cents on 112 lb. kegs and now costs $5.00 per keg. Moth bals are nine cents per pound dearer. There is a reduction in the price of resin amounting to 1½ cents per lb. on the ground, costing now 9½ cents and a reduction of 2 cents on the white which is now quoted at 13 cents. Flaxseed is down 2½ cents per pound, to 12½ cents and oil cake 45 cents per bag to $4.40. Lamp burners have advanced in price as shown in the following new quotations: D. advanced 15c. to $3.15 per doz.; B. advanced 15c. to $1.50 per doz.; A. advanced 10c. to $1.25 per doz.

French Sardines Higher

Montreal.

CANNED GOODS.—There are no new quotations given this week on canned fruit or vegetables. The last quotations arriving were on new sliced canned pineapple. The new supplies of French sardines will cost considerably more. The advance in price amounts to two cents a can. The new prices will be 34 cents for the canned sardines containing the bone and 36 cents for the boneless sardines.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Raisin Market Strong

Montreal.

DRIED FRUIT.—Reports continue to show an abnormal demand for raisins which is sure to cause very high prices on raisins this Fall and Winter. Currants too are in big demand. The drain on supplies comes not only on the primary market but is felt locally. Quotations given below hold very firm but higher quotations will not be surprising not only on raisins, currants but on candied peel. Evaporated apples promise to be cheaper this winter in view of the big apple crop. A big export trade is expected this year for evaporated apples since the English crop is almost a failure. Prune prices are very firm at present quotations.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Apples Are Lower

Montreal.

FRUIT.—The feature of the fruit market this week is the higher prices on oranges. There was an advance in price last week but quotations are still higher this week. The best oranges are selling at $10.50 per crate which is an advance of $1.25 on last week's prices. Grape fruit are a little cheaper. Bananas are a little dearer. Canadian plums are much cheaper, being offered at 90 cents per basket. Pears and peaches are also cheaper. Duchess apples are very much cheaper and in abundant supply. They are now selling at $5 and $6 per barrel.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	6 00
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 50
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 50
Cal. Navels—		
80s, 100s	....	10 00
126s	....	10 00
150s	....	10 50
176s, 250s	....	10 50
Florida, case	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Canadian Peaches, 11 qts.	....	1 25
Plums, 11 qts.	....	0 90
Pears, 11 qt. basket	....	1 75
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50

Tomatoes Are Plentiful

Montreal.

VEGETABLES.—There is very little change in the vegetable market this week. The supply of vegetables on the market continues very good and particularly so with tomatoes. The prices asked vary considerably with the quality but prices are very low. There is very little other change as prices are already so low that farmers are disappointed with returns for their market gardening this year.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50

Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag.)..	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box...	....	1 00
Montreal Tomatoes, per box	.... 0 50	0 75
Cauliflower, per doz.	....	1 50
Spanish Onions, per case	....	5 75

Lower Prices on Flour

Montreal.

FLOUR.—Lower prices are announced for the new flour which will likely be on the market late this month. The reduction as a result of the splendid wheat crop this year will be $1.60 per barrel. In some cases the old flour is being sold at a reduction of sixty cents a barrel.

ONTARIO MARKETS

TORONTO, Sept. 10.—There are few price changes in the market for general groceries. Sugar is unchanged with still considerable second hands being offered below market quotation. One brand of pancake and buckwheat flours has advanced also ice cream salt, salad dressing and carbonate of soda. Bulk rolled oats are lower. Canned peas are lower. Grecian currants are strong with a tendency for higher prices. Peanuts are easier. Potatoes are lower. The flour market is firm. Millfeeds are scarce.

Sugar Situation Unchanged

Toronto.

SUGAR.—There are no new developments in the sugar situation. The movement from refineries remains quiet. The supply of second hand sugar is gradually moving off, although there are still large stocks that are being offered and some have changed hands at figures considerably lower than refiners' prices. Raw sugars remain weak and very little buying has materialized.

St. Lawrence, extra granulated, cwt.	$22 21
Atlantic, extra granulated	22 21
Acadia Sugar Refinery, extra granulated	22 21
Canada Sugar Refinery, granulated	22 21
Dom. Sugar Refinery, extra granulated	22 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Quiet

Toronto.

SYRUPS.—There is little demand for syrups at the present time and the market is quiet.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Pancake Flour Higher

Toronto.

PACKAGE GOODS.—Teco pancake and buckwheat flours have advanced 60 cents per case, bringing the price up to $4.20. London Kellogg's corn flakes have again been reduced and are now quoted at $4.25 per case. Package oats are unsettled, one brand has reduced prices to $5.60 per case and there is an indication that other brands will also follow. Other package goods are steady at unchanged quotations.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters	....	0 16
Do., in 6-lb. wood boxes	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Rolled Oats Lower

Toronto.

CEREALS.—The cereal market is steady with a tendency downward rather than upward. Rolled oats have declined 50 cents per bag, bringing the price down to $5.50 per 98 pound bag. Rolled wheat and breakfast food, as yet has shown no change, but a slight shading in price is looked for.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	....
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 50
Rolled Wheat, 100-lb. bbl.	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08¾
Blue peas, lb.	0 10
Marrowfat green peas	0 11¾
Graham Flour, 98s	7 65
Farina, 98s	6 20

Canned Peas Lower

Toronto.

CANNED GOODS.—Some of the independent packers are quoting standard peas at $1.72½ per dozen. There is apparently considerable competition in canned peas at the present time, due no doubt to the lack of interest on the part of the retail trade to stock heavy on peas as well as other canned goods. Aylmer wax beans are quoted at $2.20 per doz. A new line of jam is on the market, Welch's Strawberriade and is quoted at $11.30 per dozen, 15 ounce jars, put up in cases of two dozen.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	1 72½	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Currant Market Stronger

Toronto.

DRIED FRUITS.—Currants in primary markets are very considerably stronger. This condition has been brought about by the fact that the United States has entered the market and is bidding against England for both the available stocks in Greece and also for the new crop. Previous to prohibition the United States was a buyer of little importance, but the fact that she is now a buyer has had the effect of strengthening the market. The prune market is unchanged, but a report comes from the United States that a lower price basis is not unlikely in view of the fact that very little buying is being done and that when Oregon prices are named prices will be easier. Advance buying of new crop raisins are not heavy, wholesalers and retailers are fairly well supplied with old stock, enough apparently to supply the early Christmas trade.

Evaporated apples	....	0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s	....	4 55
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 10
Layer, lb.	0 25	0 40
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½

Spices Are Steady

Toronto.

SPICES.—There is very little change in the spice market, pending the arrival of new crop goods. White peppers and cloves have shown a slight shading, but otherwise the entire line is in a fairly steady position.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 70
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Peanuts Easier

Toronto.

NUTS.—The only change in the nut market is a further decline of one cent per pound on Spanish peanuts. This decline was caused more by the improved condition of exchange than market conditions. Other varieties are unchanged.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	....	0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 21
Do., Chinese, 30-32 to oz.	....	0 17
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Japan Seconds Easier

Toronto.

TEAS.—There is little change in the market for teas. Ceylons and Indias are ruling firm with high grades continuing scarce and lower grades although plentiful, showing a firmer tone with slight advances in primary markets. Early pickings Japans opened at extremely high figures, seconds also opened at higher figures, but since then seconds are easier and prices will be around five cents per pound less, probably selling at 50 cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Futures Lower

Toronto.

COFFEES.—The primary markets for coffee continue easy. Spot stocks, however, are unchanged but quotations of new crop coffees to arrive about November are lower than present prices.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Rice Market Quiet

Toronto.

RICES.—The rice market is quiet and unchanged. Tapioca and sago is easy and both are quoted at 11 to 12 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Potatoes Are Lower

Toronto.

VEGETABLES.—Potatoes are again arriving freely and quotations are lower. Present quotations are around $1.75 per bag, but the general opinion is that lower prices will prevail in another week. In the opinion of one produce dealer potatoes will reach a low level, probably around one dollar per bag to the farmer. Spanish onions have declined 75 cents per case, bringing the price from $6.75 down to $6.00 for the large three section case.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches	....	0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack	....	4 00
Do., Spanish, large crate	6 00	6 25
Do., Do., small crate	....	3 50
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. bskt.	....	0 40
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 50
Celery	....	1 00
Egg plant, 11-qt. bskt.	....	1 00
Potatoes, per bag	1 75	2 00
Corn, per doz.	0 20	0 25

Peaches Are Lower

Toronto.

FRUIT.—Local fruits are in abundance and prices generally are lower. Crawford peaches are arriving freely and prices are lower. Duchess apples are down 50 cents per box, bringing the price to $1.50.

Oranges, Valencias—		
126s	....	8 00
150s	....	9 00
176s, 200s, 216s, 250s	....	10 00
Bananas, Port Limons	....	0 11
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	5 50
Grapefruit, Cal., 80s, 96s	4 25	4 50
Cantaloupes, Cal., case, 45s	....	4 75
Blueberries, basket	3 00	3 50
Lawton Berries	....	0 35
Pears, Bartlett's, box	....	6 00
Grapes—		
California Malaga, box	....	4 50
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 50	0 75
Do., 11-qt. basket	1 00	1 25

Salad Dressing Higher

Toronto.

MISCELLANEOUS.—Carbonate Soda in 112 pound kegs has advanced to $5.25 Dainty Lunch mayonnaise dressing has

advanced to $3.10 per dozen. Ice cream salt has advanced to $2.25 per bag, country delivery and $2.40 city delivery.

Prepared Coffee Lower

Toronto.

PREPARED COFFEE. — George Washington coffee has declined 15 to 80 cents per dozen. The following are now the correct prices: small size, $4.25 per dozen; medium, $8.40; large, $13.10 per dozen.

Little Honey Offered

Toronto.

HONEY.—Very little honey is being offered at the present time. The shipment of New Zealand honey that was expected has not arrived. Local honey in 30 pound tins is quoted at 27 cents per pound. Comb honey is quoted at $8.00 per case of 24 sections.

Flour is Firmer

FLOUR.—Since the decline of last week the flour market has firmed up. Some millers are of the opinion there will be a slight advance very soon in view of the rising wheat market.

Flour—

Old Crop Government Standard, in jute bags, per barrel	....	14 25
Patent Firsts, in jute bags, per barrel	....	13 75
Do., Seconds, in jute bags, per barrel	....	13 25

Millfeeds Scarce

Toronto.

MILLFEEDS.—Bran and shorts are very scarce at the present time. This shortage is caused by the slow delivery of the new crop wheat and till there is an improvement in deliveries, no relief can be expected in the shortage of millfeeds.

Millfeeds—

Shorts, per ton	....	57 25
Bran, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Sept. 10.—Sugar has declined again this week, apparently due to competitive selling. Sugar syrups have declined 65 to 95 cents per case. New pack blueberries are offered at prices that compare favorably with last year. Teas and coffees are firmer. Dried apricots are on the market and are being quickly bought up. Smyrna Sultana raisins are being offered at four to five cents per pound lower than the California variety. Oranges and bananas are scarce at high prices. Vegetables are plentiful and quotations are lower. Honey is higher than last year.

Sugar Lower

Winnipeg.

SUGAR.—There has been no improvement so far in the raw sugar market. It is still remaining weak, and few sales are noted. The local market on refined sugar since our last issue has shown a slightly further decline. The demand is still light hut the trade feel that the demand will be very much improved in a very short time, as retailers will soon have their stocks reduced to a point where it will be necessary to purchase further supplies.

Redpath, granulated, 100-lb. bag	....	21 30
St. Lawrence, gran., 100-lb. bag	....	21 30
Atlantic, granulated, 100-lb. bag.	....	21 30
Dominion, granulated, 100-lb. bag.	....	21 30
Acadia, granulated, 100-lb. bag.	....	21 30
Yellow Sugar, No. 2, 100-lb. bag	....	20 80
Powdered Sugar, 50-lb. boxes, per cwt.	....	21 85
Icing Sugar, 50-lb. boxes, per cwt.	....	21 95
Lump Sugar, soft, 100-lb. boxes.	....	22 25
Do., hard, 100-lb. boxes, per box	....	22 45
Cubes, 100-lb. boxes, per box	....	21 95

Cane Syrup Declines

Winnipeg.

SYRUPS.—Rogers' Golden Cane syrup has declined 65 cents a case on twos, and 95 cents on fives and tens. Corn syrup remains very steady and it has been intimated that no further declines are expected within the next 45 or 60 days.

CANE SYRUPS—

2-lb. tins, 2 doz. in case	....	8 80
5-lb. tins, 1 doz. in case	....	10 30
10-lb. tins, ½ doz. in case	....	9 80
20-lb. tins, ¼ doz. in case	....	9 55

CORN SYRUP—

Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	5 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55

MAPLE SYRUP—

Pure, 2½s tins, case of 2 doz.	....	25 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25

TABLE SYRUP—

Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50

Above subject to a discount of 10 per cent.

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Market Steady

Winnipeg.

STARCH.—From the latest reports manufacturers have intimated no future changes in starch for probably 45 or 60 days.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12
Do., No. 1 quality, 1-lb. pkgs.	....	0 13½
Gloss, 1-lb. pkgs., per lb.	....	0 14¼
Celluloid, 1-lb. pkg., per case	....	5 55

New Pack Blueberries

Winnipeg.

CANNED GOODS.—The prices on new pack of canned blueberry have been named and are quoted at $7.00 for number twos. There is going to be a fair pack of all kinds of canned fruits and vegetables and the price of the whole will not be very much different from last year.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 50
Do., 2s, 8 oz., 2 doz. case, case	....	7 50
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case	....	21 75
Do., ½s, flat, 8 doz. in case	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 50

CANNED FRUIT (Canadian)

		Per case
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	9 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	5 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case	....	....

CANNED VEGETABLES

		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	5 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Bean Market Firm

Winnipeg.

BEANS.—Oriental beans, which are used very largely throughout the Prairie Provinces, show at present a wide spread in quotations. For those not familiar with the out-turn of 1919 the crop may be somewhat misleading, the situation is that, No. 1 quality Oriental beans are difficult to obtain and prices are ruling very firm for beans on the above description. The markets, however, are overloaded with beans of inferior quality and these are being sold for what they will bring.

Fine Tea Firmer

Winnipeg.

TEA.—Fine tea is reported firmer and the very low grades are reported much easier. The demand on the local market is greatly improved and it is in evidence

that the stocks held by retailers are getting reasonably low.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Firmer

Winnipeg.

COFFEE.—The coffee market is showing greater activity with upward tendencies. Mexican coffee remains very firm and good grades are hard to procure, due principally, to the difficulty of transportation.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 5[illegible]
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.		6 25
In ½-lbs., per doz.		3 25
In ¼-lbs., per doz.		1 70
In small size, per doz.		1 25

Spices Firmer

Winnipeg.

SPICES.—All lines of spices are much firmer with advancing tendencies. Spot stocks in the United States are rapidly being depleted due largely to the very light imports this year. Pepper remains very firm, while cloves are a little easier.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.		0 23
Cassio, Batavia, per lb.		0 35
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 10, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 85
Ginger, washed, Jamaica, No. 1		0 55
Do., Jamaica No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, ex. large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb., lb.		0 65
Do., med. brown, 110 to lb., lb.		0 55
Do., carton of six, per doz.		0 80
Pepper, black, Singapore ex., lb.		0 36
Do., white, do., per lb.		0 50
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
Do., No. 2, per lb.		0 25
GROUND SPICE.		
Allspice, bulk, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 35
Do., No. 2, bulk, per lb.		0 30
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 90
Do., 2 oz. cartons		1 70
Do., 4 oz. cartons		2 75
Cayenne, No. 1, bulk, per lb.		0 40
Do., No. 1, 2 oz. cartons		1 10
Do., No. 1, 4 oz. cartons		1 65
Ginger, No. 1, bulk, per lb.		0 58
Do., No. 1, 2 oz. cartons		1 25
Do., No. 1, 4 oz. cartons		1 95
Do., No. 2, bulk, per lb.		0 40
Mace, No. 1, bulk, per lb.		0 85
Do., No. 1, 2oz. cartons		1 65
Do., No. 1, 4 oz. cartons		2 70
Nutmeg, No. 1, bulk, per lb.		0 50
Do., No. 1, 2 oz. cartons		1 25
Do., No. 1, 4 oz. cartons		1 85
Pastry spice, No. 1, bulk, per lb.		0 40
Do., No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 80
Pickling spice, No. 1, bulk, per lb.		0 38
White Pepper, No. 1, bulk, per lb.		0 49
Do., No. 2, Singapore, per lb.		0 47
Black pepper, No. 1, bulk, per lb.		0 35
White pepper, No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 95
Black pepper, No. 1, 2 oz. cartons		0 95
Do., No. 1, 4 oz. cartons		1 60

Louisiana Rice Offered

Winnipeg.

RICE.——Louisiana rise is now being offered and is quoted at 16 to 17 cents a pound. It will be about a month before it is on our local market.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 14¾
Do., 50-lb. sacks, lb.		0 14⅞
Siam, Elephant, 100-lb. bags		0 11½
Do., 50-lb. bags, lb.		0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.		0 09½
Do., in less quantities, lb.		0 10
Tapioca, pearl, per lb.		0 09½

New Apricots Arrive

Winnipeg.

DRIED FRUITS.—New apricots have arrived and as they have been off the market for some time, they are in great demand. Samples of the new crop of Smyrna sultana raisins have been offered to the trade at a considerable lower figure than similar lines offered by the California dealers. These raisins come packed in a thirty pound box and are from 4 to 5 cents a pound cheaper. These are being offered for immediate shipment from Smyrna. The sultana crop this year will be smaller than expected. The general opinion prevails that there will not be more than 22,000 tons, as compared to 30,000 tons in 1919. The quality of these raisins is exceptionally good. Samples of the new pack red and black raisins are expected the first week in September. Prices will be higher this year. The European crop of currants is reported less than last year. The opening prices have not yet been given.

DRIED FRUIT		
Evaporated Apples, per lb.		0 19
Currants, 90-lb., per lb.		0 22
Do., 8 oz., pkgs., 6doz. case, lb.		0 16½
Dates, Hallowee, bulk, lb.		0 23
Do., Tunis, bulk, lb.		0 26
Do., Package, 3 doz. case, lb.		0 17
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		0 80
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton		1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
Prunes—		
30-40s, 25s, per lb.		0 32
40-50s, 25s, per lb.		0 27
50-60s, 25s, per lb.		0 21
60-70s, 25s, per lb.		0 18¼
70-80s, 25s, per lb.		0 17
80-90s, 25s, per lb.		0 17
90-100s, 25s, per lb.		0 16¼
In 5-lb. cartons, per carton		1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.		0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.		0 21
Do., bulk., seedless, 25-lb. boxes, per lb.		0 28
Apricots, choice, 25s, lb.		0 45
Do., 10s, lb.		0 47
Do., Standard, 45s, lb.		0 40
Do., choice, 10s, lb.		0 42
Do., fancy, 45s, lb.		0 50
Do., do., 10s, lb.		0 52

Brazil Nuts Higher

Winnipeg.

NUTS.—The situation on shelled almonds this week is that the foreign exchange rates have advanced considerably and as usual have cost corresponding movement in the price of almonds. There is very little report regarding the walnut market, as it is practically the same as last year. Booking for Fall delivery are fairly heavy. Brazil nuts opened up higher than last year, the crop only being about 30 per cent. normal.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.		0 24½
Pecans, per lb.		1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.		0 25
Almonds, per lb.		0 35
Filberts, per lb.		0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.		0 32

Oranges Scarce and High

Winnipeg.

FRUITS.——Oranges are very scarce and prices high. Bananas are also scarce. Ontario plums and peaches arriving freely. Washington crop of peaches arrived this week and are being offered at $3.00 a case. New Washington Italian prunes are expected this week.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.		0 14
Peaches		3 00
Plums, per case		3 50
Cantaloupe, Stand., per case		5 00
Do., Flats, 12s to 15s, per case		3 00
Cocoanuts, per doz.		1 75
Dates, 36 pkgs. to case		7 25
Figs, per case		4 00
Do., 10-lb. boxes		3 50
Oranges—		
200s and smaller		12 00
176s		11 00
150s		10 00
126s		9 00
New Apples, per box		4 00
Pears, per case		6 00
Raspberries, per case		7 50

Vegetables Are Lower

Winnipeg.

VEGETABLES. — Local vegetables are arriving freely and are being offered at a much lower figure. Local tomatoes of good quality have been offered for 12 and 1-2 cents a pound, while Ontario are bringing from $1.25 to $1.50 a basket.

VEGETABLES		
Carrots, new, per lb.		0 03
Beets, new, per lb.		0 02
Turnips, new, per lb.		0 02
Leaf Lettuce, per doz.		0 40
Radish, per doz.		0 50
Green Onions, per doz.		0 30
Cucumbers (hothouse), per doz.		2 25
Cabbage (new), per lb.		0 02
New Potatoes, per bushels		1 65
Onions (Cal. Bermuda sack), per sack	3 50	4 00
Peas, per lb.		0 15
Cauliflower, per doz.		1 50
Cauliflower, per doz.		1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.		0 03½
Tomatoes, per basket	1 25	1 50
Head Lettuce, per doz.		1 75

New Honey Higher

Winnipeg.

HONEY.—The opening prices have been named on honey and are higher than last year's prices. Twenty-four 12's glass, $10.00 per case; 24½'s tins, $21.50 per case; 12-5 pound tins, $21.00 per case.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., September 9.—Rogers B. C. syrup dropped 70 cents per case on 2s and 95 cents on other sizes. Patent flour is quoted at $13.60 per barrel. Government standard flour has been lowered to $13.05 per barrel. Candles and parowax are higher. Brazil nuts to arrive are quoted at 30 cents per pound. On soaps there has been a slight readjustment of prices. New laid eggs supplies very short. Local potatoes are unchanged. B. C. cantaloupes are arriving in good shape, quoted at $4.75 per case.

Flour, Government Standard, 96s, per barrel	....	13 05
Flour Patents, 96s, per barrel	....	13 60
Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolle oats, 80s	....	5 30
Rice, Siam	12 60	15 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	21 97
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 60
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	17 10	17 40
Eggs, new laid, local case	19 00	20 00
Do., storage, case	17 00	18 00
Tomatoes, 21½s, standard, case	4 60	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red. pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, local, ton	45 00	50 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., September 9.—The sugar situation in Halifax wholesale quarters still remains unchanged, but further developments are expected shortly. Oats are down to $1.50 per bushed, a decline of 10 cents. Strictly fresh eggs are selling at 70 cents per dozen, an advance of 3 cents. Red Spring salmon, flats, have declined 50 cents per case, bringing the price to $10.50. A sharp advance of $1.50 per case on oranges, now quoted at $11.50 to $12. Cornmeal is listed at $5 per bag, a 50 cent. decline on last week's quotation.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	5 00
Rolled oats, per bag	....	6 50
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 65
Sugar, standard, granulated	....	22 10
Do., No. 1, yellow	....	19 50
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 70
Lard, compound	....	0 24
Lard, pure, lb.	....	0 29
American clear pork, per bbl.	....	48 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 66	0 67
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 50	0 55
Do., tubs	0 52	0 53
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard. doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 10
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	10 50
Do., Cohoes	....	15 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	2 75
Beans, white	....	5 50
Do., Yellow Eye	....	7 50
Lemons, Cal., case	....	7 50
Grapefruit, Cal., case	....	5 00
Oranges, Cal., 100s	....	11 50
Do., Cal., 200s	....	12 00
Bananas, per lb.	0 10	0 11
Oats, per bush.	....	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 9.—The Provincial Exhibition here this week is drawing large crowds and has increased business locally. Flour has declined to $16.40. Cornmeal is down 25 cents, bringing the price to $4.50 per bag. Rolled oats are 50 cents higher, now quoted at $12.75. Molasses is down 10 cents per gallon. Cheese has advanced slightly, now selling at 30 to 31 cents per pound. Eggs are scarce, quotations on fresh eggs are 72 to 75 cents, and case eggs are 68 to 69 cents per dozen. Potatoes are coming plentiful and prices are holding at $4.50 per barrel.

Flour, No. 1 patents, bbls., Man.	....	16 40
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 50
Rolled oats	....	12 75
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 60
Sugar—		
Standard, granulated	....	22 10
No. 1 yellow	....	21 60
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 72	0 75
Do., case	0 68	0 69
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American clear pork	47 00	50 00
Tomatoes, 2½s, standard, case	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	4 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 11	0 12
Oranges, case	9 00	12 00

ESSENTIAL FOR BULK GOODS

Continued from page 31

proved system for handling his goods.

When the margin on even the highest grade coffees in roasters' packages is reduced to less than twenty per cent., one needs to take thought of how he is to handle coffee in some way that will pay him his needful 25 to 33 1-3 per cent.

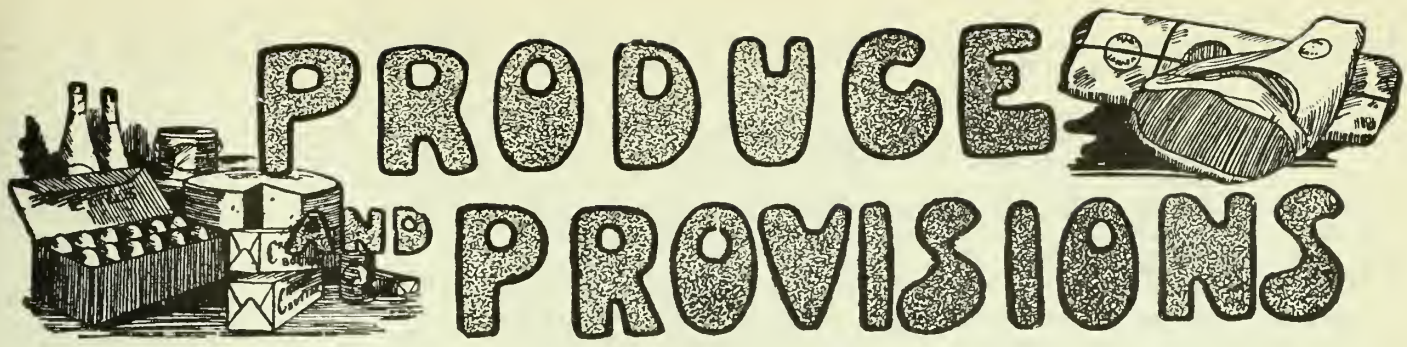
In the study, one must discriminate most skillfully between what items are best handled in bulk and which in packages, and care must be exercised to see that changes in conditions are conformed with in packaging. There is no blanket rule applicable to all cases. Constant care and observation, with quick adaptability, is needful to save the business life of the retail grocer today.

You cannot afford to feed rats and mice, dogs and cats. You can neither sustain the direct losses of flies who lay mites in your pickles and dried fruit to spoil it, nor the indirect loss of customers who are driven away by getting inferior goods or fine goods in bad condition.

You cannot afford to have stocks lost under old-fashioned counters, in partly emptied boxes which have been covered by new arrivals put on top of them and thus damaged by being kept too long before they are discovered. Nor can you afford the loss of interest and the vastly more serious loss due to slowed down turnover which results from the carrying of double stocks of surplus goods.

All these disadvantages can be overcome and eliminated by the use of modern equipment, the sanest, soundest, investment any merchant can make.

"Travelling' grocery stores are operated in the Middle West, constructed on a large motor chassis for the convenience of rural communities. There is no rent, heat nor light to pay and the provisions are offered for sale at wholesale prices.



A Meat Slicer Means Big Increase in Provision Trade

T. Booth and Sons, Courtenay, B.C., Are Now Getting More Business in Ham and Bacon—Facilitates Serving of People—Where Service Counts.

"SINCE bpying a meat slicer our business in smoked and cooked meats has increased wonderfully," W. Booth, of T. Booth and Sons, Courtenay, B.C., remarked recently to a representative of Canadian Grocer. "We are now getting considerably more trade in these lines since the installation of the slicer. Apart from the increased sales, which, of course, is of first importance. the convenience and facility with which it permits customers to be served has made it worth more than its actual cost to us. Customers like to have their bacon and ham cut a certain thickness, and this is not always possible without a slicer. With a knife one gets slices of varied thickness, and I think there is a certain amount of waste that can be eliminated with a slicer. The fact that people will buy these lines only where there is a slicer is sufficient reason for having one. It brings new trade to the store."

Business Has Trebled

T. Booth and Sons opened this store three years ago. W. Booth, who is the manager, is a returned soldier, and since coming back from the war he has made a number of changes. The town depends on the farming and lumbering of the surrounding district for its maintenance. Considerable new equipment has been placed in the store, and Mr. Booth insists on neatness and cleanliness in his place at all times. An auto truck is kept for delivering orders, and where three years ago two employees constituted the staff there are now eight clerks. The business in that time has trebled. Service to the public has been largely responsible for this remarkable increase, coupled with salesmanship of an efficient character. Mr. Booth endeavors to have his sales staff something more than mere order takers, and with this end in view all are urged to sell lines other than there asked for, an effort being made to introduce real selling ability behind various goods.

Salmon Run is Larger Than Was Anticipated

Ottawa, Sept. 7.—"On the whole the condition of the salmon fishery on the west coast is very satisfactory," said W. A. Found, Assistant Deputy Minister of Fisheries, who has recently returned after a prolonged inspection trip. "The run to the Fraser, while comparatively small, is considerably larger than was anticipated," he continued, "but the river can never be brought back to its maximum of productivity until some international agreement for its protection has been consummated."

Mr. Found said that the run of sockeye in the different areas was quite good. Smith's Inlet and Rivers' Inlet had splendid runs, and the run of sockeye in the Skeena, now the most important salmon-fishing area in British Columbia, was considerably better than in 1915 or 1916, which were the cycles of production corresponding with this year's run.

Are Restocking Northern Lakes

Ten Millions of Whitefish Fingerlings Have been Deposited in Lake Nipigon

Toronto, Sept.—Hon. F. C. Biggs, Minister of Public Works, is just back from an inspection trip to Lake Nipigon and Lake Nipissing, where he made a thorough study of Government fishing operations, inspected the equipment and generally familiarized himself with the whole scheme.

Despite the pressure being brought to bear upon him by the commercial fishermen, who want the Government to get out of the business, it is unlikely that Mr. Biggs will favor the stoppage of all operations. It is probable that any curtailment there will be in the future will be made with an eye to the conservation of the fish supply in the two lakes. The minister is a firm believer in restocking and conservation, and no more fish will be taken out of the lakes than can be spared.

"This year we have placed ten million whitefish fingerlings in Lake Nipegon," he said, "and that is more than twice the number of whitefish taken out last year."

Illustrating the attractive arrangement of the store of T. Booth & Sons, at Courtenay, B.C.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 10—There are no price changes this week in the produce market. The conditions have been rather quiet. The English market is free again for Canadian bacon on a competitive basis. Cheese production is improved. Eggs are imported to Montreal. Butter is not coming as freely. The shortage of beef cattle and hogs still continues. Fresh lake fish is in good supply.

Fresh Meat Shortage

Montreal.

FRESH MEATS.—No change is apparent this week in the market for fresh meats. The prices remain steady and rather firm except on grass cattle which is slightly easier. The shortage of beef cattle being offered still remains. The harvest and the tendency of the farmers to hold out for higher prices have hindered cattle buying but a change is looked for. This is the season of the year when the largest number of cattle are expected at the packing houses but they have not appeared and the drovers not able to purchase.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 25	0 31
Fresh sheep, carcass	0 18	0 21

Fresh Beef—

(Cows)			(Steers)	
$0 20	$0 31	..Hind quarters..	$0 28	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 20	0 30	..... Ribs	0 30	0 38
0 12	0 16	.... Chucks	0 14	0 20
0 30	0 34	..... Hips	0 32	0 36
Calves (as to grade)			0 15	0 26

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS. — The market for barrelled meats continues very quiet with little or no demand. Prices are unchanged.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	52 00
Heavy mess pork (bbl.)	46 00
Plate Beef	28 00
Mess Beef	25 00

Bacon Unchanged

Montreal.

BACON.—There is no change in the bacon market this week and prices remain unchanged. The British Government have withdrawn the control of bacon prices in England and the market is open once more to natural trade. This will have a great effect on the Canadian market since Canada is a big exporter of bacon to England and once more prices will be on a competitive basis. This may or may not affect prices in Canada. It depends largely on the English market conditions.

BACON—

Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Cooked Meats in Demand

Montreal.

COOKED MEATS. — The seasonable demand for cooked meats continues. The prices remain unchanged although there is decidedly a shortage in good meats.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Cheese Production Improves

Montreal.

CHEESE.—Figures this week show a decided improvement in the cheese production as far as Quebec is concerned. The receipts in Montreal this week rank many thousand boxes better than receipts of last week. Despite this the receipts for the month are over eighty thousand boxes less than the same month last year. There is little export going on on account of the weakness of the foreign exchange at the present time. Local prices remain unchanged.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Shortening Steady

Montreal.

SHORTENING. — There is no change in the shortening market this week. The market is steady and no change is expected in the near future.

SHORTENING—

Tierces, 400 lbs., per lb.	....	0 25¼
Tubs, 50 lbs., per lb.	....	0 25½
Pails, 20 lbs., per lb.	....	0 26
Bricks, 1 lb., per lb.	....	0 27

Lard Prices Remain Firm

Montreal.

LARD. — The lard market has continued steady since the last decline in price. The sales are very good and in view of the situation at the packers and the shortage of hogs being bought the market will remain firm for some time.

LARD—

Tierces, 360 lbs.	....	0 26½
Tubs, 60 lbs.	....	0 27
Pails, 20 lbs.	....	0 27¼
Bricks	....	0 29

Margarine Sales Slow

Montreal.

MARGARINE. — There is no change in the margarine prices this week. The market is quiet and sales are limited.

MARGARINE—

Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Creamery Butter Scarce

Montreal.

BUTTER.—Creamery butter offerings have slightly fallen off this week. Probably the heavy harvest season has in some degree cut down the amount of cream brought to the creameries. The offerings fall far short of that of last year. Prices continue firm at the high level that has been current. The supply of dairy butter on the market locally has improved but the demand for it is limited. Prices are unchanged.

BUTTER—

Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 52
Dairy, prints	....	0 53

Montreal Imports Eggs

Montreal.

EGGS. — The shortage of eggs here has become so acute that in some cases eggs have been imported from the United States. This is just the reverse of what occurred last winter. There has been a steady drain on cold storage supplies and this may mean much higher prices in the winter. The market price this week is however unchanged but offerings are much short of the demand.

Fresh, new-laid	....	0 72
Do., selects	....	0 68
No. 1	....	0 60

Fresh Fish in Good Supply

Montreal.

FRESH FISH. — There is no change this week in the fresh fish market. Fresh lake fish is coming in in better supply as is also Pacific halibut. Haddock and cod are in good supply.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50

ONTARIO MARKETS

TORONTO, Sept. 10—The produce and provision markets show some declines this week. Beef cuts are all lower. Spring lamb and mutton are also lower. Calves are a shade higher. Eggs, butter and cheese are firm, but quotations are unchanged. Poultry is slightly easier and supplies have improved. The fish market is steady under an active demand.

Beef Cuts Lower

Toronto.

FRESH MEATS. — The run of cattle at the stock yards during the past week has shown considerable improvement which has resulted in beef cuts declining. Loins are down six cents per pound making the present quotations 30 to 36 cents. Other beef cuts are down around two cents per pound. Calves are a shade firmer. Spring lamb, yearling lamb and mutton are down two to three cents per pound. Live hogs are slightly higher but the general opinion is that the hog market will be easier within the next week.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt...	26 00	28 00
Live, off cars, per cwt.....	20 75	21 25
Live, fed and watered, per cwt.	20 50	21 00
Live, f.o.b., per cwt.	19 50	19 75
Fresh Pork—		
Legs of pork, up to 18 lbs.....	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 61
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 32½
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 28	0 34
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 30	0 36
Hips, lb.	0 23	0 26
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 26	0 28
Yearling, lamb, lb.	0 20	0 24
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Cured Meats Steady

Toronto.

PROVISIONS. — Cured meats are ruling steady In one quarter boneless backs are quoted 2 cents per pound higher but generally quotations are unchanged. Dry salt meats and barrel pork are also unchanged.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb...	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards ...	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.....	0 46	0 48
Breakfast, fancy, per lb.....	0 49	0 53
Breakfast, special trim.....	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb...	....	0 41
Wiltshire, three-quarter cut....	....	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Fat backs, 10 to 12 lbs.	....	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	38 00
Short cut backs, bbl. 200 lbs.		54 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—Boiled hams are quoted at 65 to 68 cents per pound according to the trim. Jellied meats are in better demand. Head cheese is quoted at 17 cents per pound. The market is steady with no price changes noted.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.....	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Firmer

Toronto.

EGGS.—The egg market is a shade firmer this week. There is practically no movement in or out of storage at the present time and there are indications that the market will remain quite firm. Fresh eggs are quoted at 60 to 63 cents per dozen and extra selects at 65 to 66 cents.

EGGS—		
Fresh, selects	0 65	0 66
Fresh	0 60	0 63
Fresh selects in cartons.....	0 66	0 72

Prices shown are subject to daily fluctuations of the market.

Cheese Market Ruling Firm

Toronto.

CHEESE. — The cheese market is firm with quotations ruling around 30 to 31 cents per pound. Prices on the board are up about 1 1-4 cents per pound but produce men have not changed quotations.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 30	0 31
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Butter a Shade Firmer

Toronto.

BUTTER.—The butter market is firm with a good demand for the higher grades at the advanced prices noted last week. The lower grades of which there is a large supply are also a shade firmer. No. 1 quality creamery is quoted at 63 cents and the lower grades at 59 cents.

BUTTER—		
Creamery, prints	0 59	0 63
Dairy prints, fresh, lb.	0 53	0 58

Lard Has Advanced

Toronto.

LARD. — The easy market for lard which has prevailed for some weeks, has shown considerable strength during the week and quotations are up 1 1-2 cents per pound. The easy tone was caused by an over supplied market, These surplus stocks are now moved off which has resulted in the market condition as stated above.

LARD—		
1-lb. prints	....	0 29
Tierces, 400 lbs.	....	0 27

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Steady

Toronto.

SHORTENING.—The market for shortening is ruling steady under the recent declines. It is the general opinion that the lowest prices have now been reached.

SHORTENING—		
1-lb. prints	....	0 25
Tierces, 400 lbs.	0 21½	0 22½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Quiet

Toronto.

MARGARINE.—There is no change in margarine. The market is quiet under a steady demand.

MARGARINE—		
1-lb. prints, No. 1	....	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fish in Active Demand

Toronto.

FISH.—There has been an increased demand for fish during the past week probably caused by the Canadian National Exhibition. Fresh herrings are slightly higher now quoted at 10 to 11 cents per pound but otherwise the market is steady.

FRESH SEA FISH.

Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	..	
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring...		0 30
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	....	0 10½
Flounders	0 10	0 11
Pike, round	....	0 0[illegible]
Do., headless and dressed	....	0 0[illegible]
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 50

Poultry Prices Maintained

Toronto.

POULTRY. — There are good supplies of fowl arriving and prices paid by commission men are down around 2 cents per pound but quotations to retailers are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	....-$0 35	....-$0 40
Roosters	....- 0 25	....- 0 25
Fowl, over 5 lbs.	....- 0 32	....- 0 32
Fowl, 4 to 5 lbs.	....- 0 30	....- 0 30
Fowl, under 4 lbs. ..	....- 0 28	....- 0 28
Ducklings	....- 0 25	....- 0 35
Guinea hens, pair....	....- 1 25	....- 1 50
Spring chickens, live'	....- 0 33	....- 0 40

Prices quoted to retail trade—

	Dressed	
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring	....	( )
Ducklings	....	0 40

WINNIPEG MARKETS

WINNIPEG, Sept. 10—The produce and provision market in Winnipeg is holding very steady. Hams and bacon are unchanged while we find cooked meats in good demand. Creamery butter is firm with upward tendencies. Egg receipts have dropped off and the market is becoming firmer. There is a good demand for all kinds of fish.

Hog Market Steady

Winnipeg.

FRESH MEAT.—The hog market remains unchanged, selects are being offered for $20.25 per cwt. All other lines of fresh meat remain practically unchanged.

HOGS—		
Selected, live, cwt.		20 25
Heavy, cwt.		17 00
Light, cwt.		18 00
Sows, cwt.		15 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.		0 39½
Spare ribs, lb.		0 18½
Loins of pork, lb.	0 37½	0 41
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.		0 57
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 29
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 15	0 22
Mutton—		
Choice wethers, 55-70 lbs., lb.		0 25
Choice ewes, lb.		0 20
Lambs—		
Choice, 30-45 lbs., lb.	0 28	0 30

Ham and Bacon Steady

Winnipeg.

PROVISIONS. — Demand for ham and bacon remains very steady, with no change in prices.

HAMS—	
8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48
BACON—	
Backs, 5 to 12 lbs., smoked	0 61½
Do., 12 to 16 lbs., smoked	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—The demand for cooked meats has been very active, prices remain steady.

Ham, best quality, skinned, lb.	0 69½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 19
Jellied Beef Tongue, lb.		0 68
Jellied Pork Tongue, lb.		0 61½
Baked Luncheon Loaf, lb.		0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is firm with possibility of higher prices in very near future. The supply of dairy butter is fairly good.

Creamery, best table grade		0 63
Dairy Butter, best table grade		0 50
Margarine	0 37	0 39

Cheese Market Varies

Winnipeg.

CHEESE.—The cheese market has varied considerably. The market declined, but has since reacted, advancing one cent per pound recently.

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Manitoba large, per lb.	0 30
Do., twins, per lb.	0 31

Eggs Firmer

Winnipeg.

EGGS.—Egg receipts have dropped off considerably during the past week and and the market has shown a firmer tendency. Fresh farm eggs are quoted at 65 cents a dozen, with fresh candled being offered at 50 cents a dozen.

Lard Steady

Winnipeg.

LARD.—There has been no change in the lard and shortening market since last report. Lard is being quoted at 28 1-2 cents pound and shortening at 23 1-2 per pound.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 28½
Do., wooden pails, 20 lb. pails	6 20
Shortening, wooden pails, 20-lb. pails, per pail	5 20
Shortening, tierces of 400 lbs., per lb.	0 23½

Fish in Good Demand

Winnipeg.

FISH.—Good supplies of fresh halibut, salmon, pickerel and trout are arriving daily. The demand is exceptionally good, with no change in prices.

FRESH FISH

Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 16
Fresh Trout, per lb.	0 22

Consistently Read and Studied Canadian Grocer

The buyer for a large wholesaler in Western Canada came to the West a few years ago and started as a clerk for an Italian grocer. The store was dirty, the stock was a jumble, but that Italian had the knack of making friends, keeping them, and making money. The clerk earned more than he got. He continued to earn more than he received. He got more. He studied the grocery business, and, as he said himself, "I have consistently read and studied Canadian Grocer for years, and probably that is why I sit here, instead of writing invoices."

J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., has returned from a four month's trip to his native home in the Old Country—Cumberland County, England. Mrs. Hanley accompanied him. He attended the Canadian National Exhibition and was a visitor at the Toronto office of Canadian Grocer on his way west.

Organizes New Branches of R.M.A. in Eastern Ontario

J. C. Campbell, secretary of the Ottawa and Eastern Ontario district of the Retail Merchants' Association, recently made an automobile trip through the eastern part of the province, organizing and generally furthering the interests of the retail trade in many small centres. He was accompanied on part of his trip by Henry Watters of the National Association and U. J. Gosselin, organizer. New branches were opened at Winchester, Chesterville and Cardinal, Ont., and the way was paved for the establishment of six additional branches in different places some time next month. On the trip, altogether 80 new members were gained for the association, and merchants generally were impressed with the useful work being accomplished by the association, and were very optimistic in regard to future retail trade conditions.

SUSPENSION OF APPLE ORDER

United Kingdom Announces Suspension of Apple Control Order from Aug. 1 to Nov. 14

The Food Administration of the United Kingdom have announced the suspension of the Apple Control Order from August 1 to November 14. After November 14 the maximum retail price of apples will be 10d. per pound, which is 1d per pound in excess of the maximum retail price obtaining since December 6, 1918. After November 14 the maximum control price to primary handlers will again be effective, but it is expected that a new schedule will be issued shortly, and as the retail maximum has been raised it is assumed that the wholesale maximum will also be slightly advanced.

The following cable has been received from A. E. Griffith, Dominion Department of Agriculture, officially dated London, England, August 7.

"On and after November 15 Canadian, Maine and Western State apples in barrels of not less than 12 pounds will be controlled at maximum first receivers' price of 68s per barrel. British Columbian, Washington, Californian and Oregon apples in boxes not less than 40 pounds, 23s 6d per box; not less than 37 pounds 61s 2d per box."

W. H. Staten, of Chas. E. Cormier Rice Co., Ltd., of New Orleans, was a recent visitor to Winnipeg, and is renewing his acquaintance with the Western representatives, the Donald H. Bain Company.

The night watchman at the plant of Libby, Mcell and Libby, Chatham, Ont., was held up at the point of a revolver the other night, and after binding him and gagging him, searched the premises, but made their flight before obtaining the object of their raid.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"
Brand
Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

Drop us a postcard for current prices if our traveller is not calling regularly

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Montreal Hamilton

ARCTIC
REFRIGERATORS
For Grocery Stores

WRITE FOR CATALOGUE

This is a splendid style for grocers' stores. Dimensions are 84 ins. high, 46 ins. wide and 26 ins. deep. Ash case, dark golden finish. Ice box, galvanized iron. Inside walls of cooling chamber, white enamelled—adjustable shelves.

Now is the time to install a good Refrigerator. Our Catalogue illustrates a number of styles. Prices gladly quoted. Prompt deliveries.

John Hillock & Co., Limited

OFFICE, SHOWROOMS AND FACTORY:

154 George St., Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.

The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

Brunswick Brand

Sea Foods

are steady, profitable business-builders, and are worthy of a regular berth in your displays.

Especially at this season of the year, their palatable goodness and delightful flavor, coupled with their great convenience and reasonable price, will appeal to campers, picnickers and summer cottagers in a big way. Keep your Brunswick Brand stock well displayed and tell your customers that they are ready to serve without cooking. This suggestion alone will increase your summer sales immensely. Just try it.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

"Quick Profits!" That's a favorite slogan of ours. It's an *alias* for Gunns' Easifirst —the quick seller, the satisfaction giver. Quality and big advertising march with it.

Phone Junction 3400
for your supplies.

GUNNS LIMITED
West Toronto

MARIGOLD

MARIGOLD

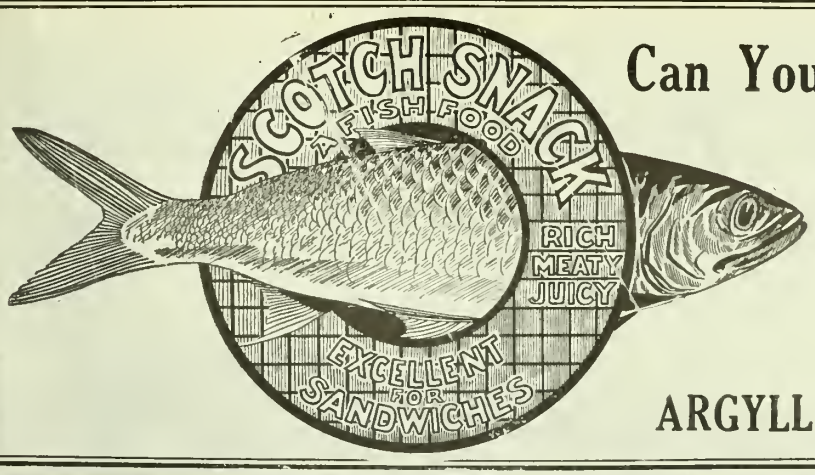
"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



Can You Supply the Demand?

This season is the time when customers will be asking for something to make Sandwiches, Croquettes, Salads, etc. Suggest Scotch Snack—but be sure and have a good stock on hand and display it well.

Nothing Just as Good.

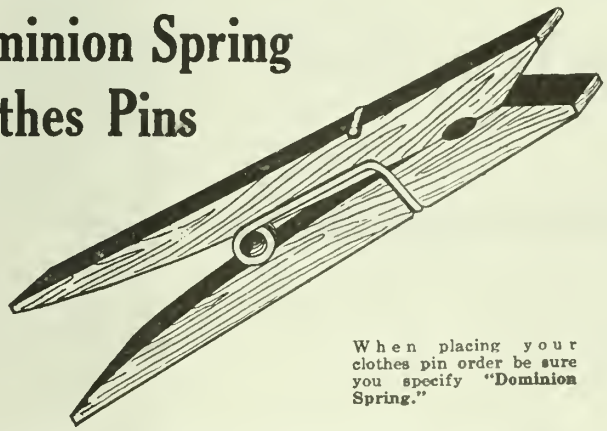
ARGYLL BUTE, Reg., Montreal, Que

COSGRAVE'S
PURE MALT VINEGAR

Cosgrave's makes a neat display on your shelves. And its quality makes a fine impression on your customers. No waste when you handle Cosgrave's—and no complaints. We absolutely guarantee every bottle. Prices are standard and widely advertised—25c and 15c per bottle. Ask your jobber for Cosgrave's.

TORONTO VINEGAR WORKS, TORONTO

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.
OWEN SOUND - - ONTARIO

LANKA—Meaning *Ceylon*

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon — the name used in a quaint folk-lore poem called the "Ramayana"— translated from the Sanskrit.

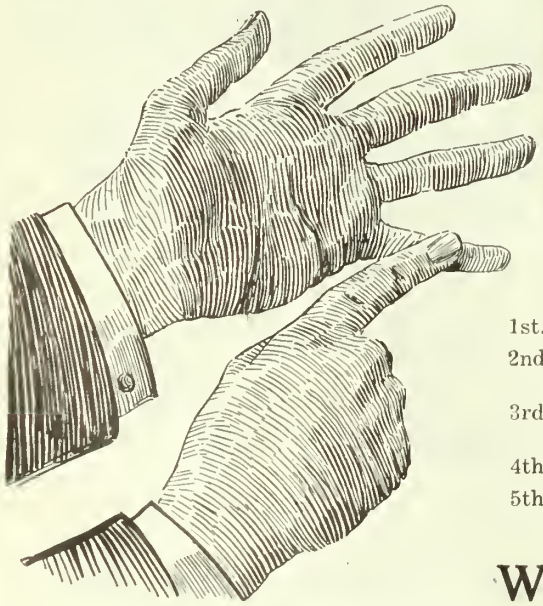
Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens — the tea which gives your customers the best that British growers can produce.

They will thank you for bringing it to their notice — for recommending this exquisite blend of Ceylon's finest growth.

Display This Handsome Package

WM. BRAID & CO.
Vancouver, Canada
Packers of the Famous Braid's Best Tea and Coffee
Agents for Ontario
S. H. MOORE & COMPANY, Toronto

Five good reasons for selling.....



White Swan Wheat Flakes

1st.—They are sold on a money-back guarantee.

2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.

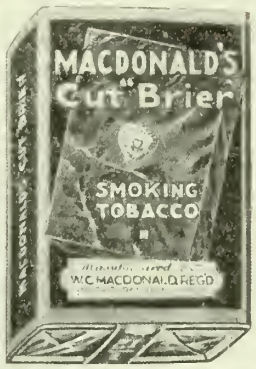
3rd.—They are made in the incomparable White Swan Way from the highest grade Canadian Wheat.

4th.—They offer a real good profit margin.

5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

"The Tobacco with a heart"



Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols".

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a mapley taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

Frederick E. Robson & Co.

25 Front St. East - Toronto, Can.

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..$12.50
16 oz. tins, 2 doz. per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30
Culinary Starch 4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 15½
(20-lb. boxes ¼c higher, except potato flour.)	
LILY WHITE CORN SYRUP	
2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼
CROWN BRAND CORN SYRUP	
2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45

Campbell's Tomato Soup

This line has been very scarce for some months back and many of our buyers have been anxiously waiting for a supply. We are now pleased to inform you that we have a car which arrived in Toronto this (Wednesday) morning and are able to make immediate shipment of all orders booked.

We solicit further orders at the following price:

Campbell's Tomato Soup, $1.70 doz.
5-Case Lots Less 5%

Terms Net 30 Days Ex Warehouse

Send Us an Order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

This is Peach Time!
Plum Time!
Pear Time!

Let us fill your requirements.

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Spanish Onions
—Cases and ½ Cases

Malaga Grapes Bartlett Pears

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TORONTO
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Domestic Fruits and Vegetables

Best Varieties of
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NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,
LIMITED
GUELPH *Established 1861* ONTARIO

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire bandles.)	
GELATIN	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley—	Doz.
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 21
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
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Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
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Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
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Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumpb Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	60
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6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
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Perfection Rolled Oats (55 oz)	3 00
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Your Customers will Learn to Value Brodie's XXX Self-Raising Flour

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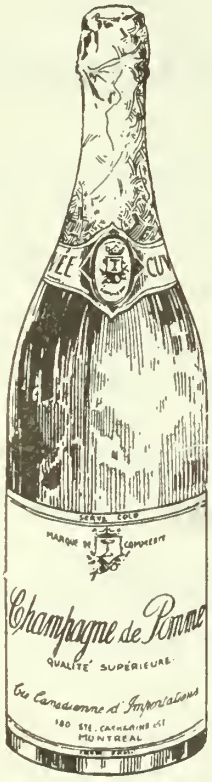

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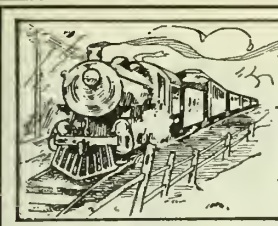

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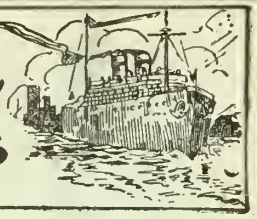
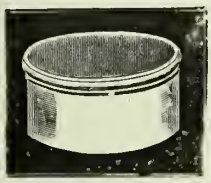
Latest Editorial Market News





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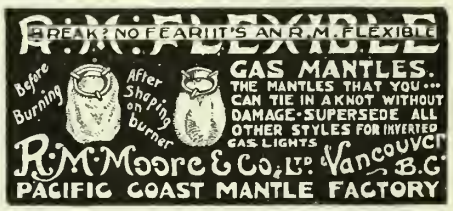
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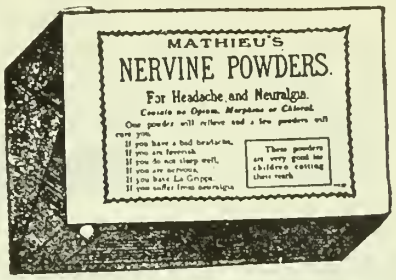

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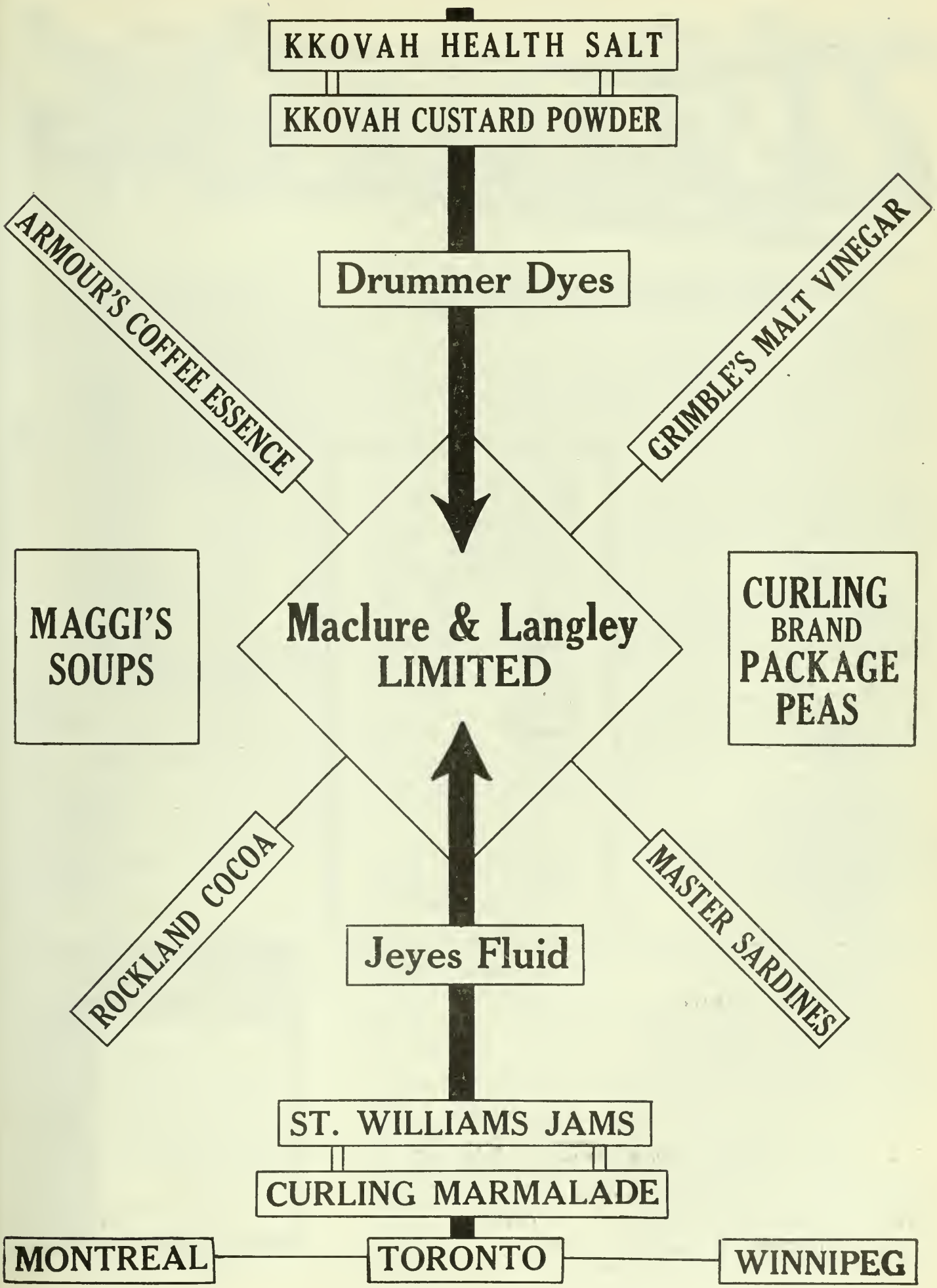
Watson & Truesdale 13
Western Canada Flour Mills.. 25
Western Transfer & Storage Co. 11
White & Co. 56
White Cottell's 59
White Swan Spices & Cereals Co. 52
Whittall Can Co., A. R. 61
Whittemore Bros. Corp. 60
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 54


KKOVAH HEALTH SALT
KKOVAH CUSTARD POWDER
Drummer Dyes
ARMOUR'S COFFEE ESSENCE
GRIMBLE'S MALT VINEGAR
MAGGI'S SOUPS
Maclure & Langley LIMITED
CURLING BRAND PACKAGE PEAS
ROCKLAND COCOA
MASTER SARDINES
Jeyes Fluid
ST. WILLIAMS JAMS
CURLING MARMALADE
MONTREAL
TORONTO
WINNIPEG

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

WANTED — YOUNG MAN FOR GENERAL store in good town. Must be an intelligent live wire for business and have some knowledge of window display and price card making. First-class position for right man and suitable wages guaranteed. Apply by mail at once. Geo. F. McVittie, Wheatley, Ont.

WANTED — EXPERIENCED SALESMAN TO sell well-known line, already in great demand, to the retail grocery trade. Applicants only considered who reply giving full details in regard to past experience, with age and salary required. Replies treated strictly confidential. Box 250, Canadian Grocer, 153 University Ave., Toronto.

OLD ESTABLISHED GROCERY HOUSE IN Saskatchewan has opening for experienced traveller. Applicant must be familiar with the line and be a hustler. Duties to commence October 1st. Apply fully to Box 260, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

GROCERY, FLOUR AND FEED FOR SALE IN town of 3500 population, situated on Georgian Bay. Good going business and money maker for right party. For information apply to Box 252, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GOOD GROCERY BUSINESS, rent thirty-five; two living rooms; price thirteen hundred. Good reasons for selling. Apply C. Nelson, 688 College St., Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

Say you saw it in Canadian Grocer, it will identify you.

To get business you must go after it. Others do it through this section —why not YOU?

AGENCIES WANTED

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

AGENTS WANTED

AGENTS WANTED IN WINDSOR, LONDON, Hamilton, Owen Sound, North Bay, Kingston, Ottawa, to handle lines of grocers and confectioners' specialties. Box 258, Canadian Grocer, 143 University Ave., Toronto.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1903.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings

DECOTINT is an ideal wall paint—artistic, easy to apply and entirely sanitary. It is the most satisfactory finish on the market for decorating all interior wall surfaces.

It will pay you to stock and recommend DECOTINT. Your customers will be quick to appreciate the superior advantages of this economical wall paint and from among the twenty-two delicate DECOTINT colors, it will be an easy matter for the most critical among them to select the right combination for their particular problem.

Throughout the Spring months, a strong campaign of Consumer advertising will run in all important publications, circulating throughout Canada—Order your Spring supply of DECOTINT now and be one of those to reap the benefit of sales which this publicity is sure to create.

A CANADIAN PRODUCT

DECO-TINT PRODUCTS

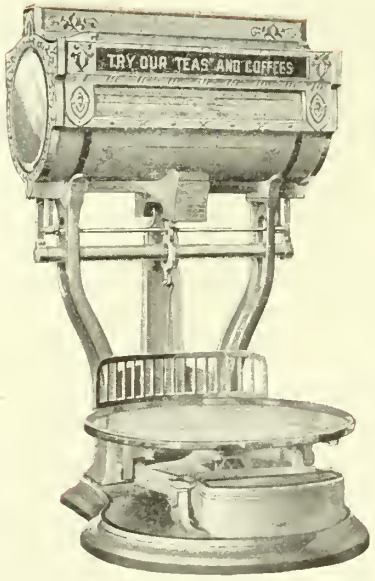
HAT BRITE—The best hat enamel made.
DECO-WAX—The wax polish for floors, furniture, autos, etc.
METAL BRITE—Metal polish.
POLISH-OL—Auto and furniture polish.
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

THE DECO-TINT COMPANY

P.O. Box 2640

MONTREAL

Overweight loses money—
underweight loses customers



Dayton Computing Scales

Prevents Leaks and Please Trade

Measure the time saved, the profits saved and the satisfaction of your customers against the price of the Dayton Computing Scale, and you will not think in terms of cost. Rather you'll think in terms of saving. You'll want to know — "What's the earliest date I can get one?" You'll realize that every day you put off buying costs you money.

Then write us to-day, and complete information about Dayton Computing Scales — including prices and terms—will be mailed to you right away.

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager.

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

EXHIBITION NUMBER

CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, SEPTEMBER 17, 1920 No. 38

SQUIRREL BRAND
PEANUT BUTTER
PETER, PETER, PUMPKIN EATER
PETER, Peter, Pumpkin Eater,
Had a wife and couldn't keep her,
Till he found that "Squirrel" Brand
Settled the question out of hand
"Squirrel" Brand Peanut Butter
After all, "Squirrel" Brand Peanut Butter is the Best
KEEPS FRESH — TASTES BETTER — IN ITS OWN SANITARY AIR-TIGHT TIN
THE OLD WOMAN WHO LIVED IN A SHOE
THERE was an old woman who lived in a shoe.
She had so many children she didn't know what to do.
Till she found "Squirrel" Brand. well spread on good bread.
Kept them healthy and sent them contented to bed
"Squirrel" Brand Peanut Butter
LITTLE JACK HORNER
LITTLE JACK HORNER sat in a corner,
Eating his Christmas Pie.
When he spied Squirrel Brand
Which none can withstand.
He cried 'Goody' and 'Yummy Oh My!'
Brand Peanut Butter

This Unique and Carefully Planned Series of Advertisements

now running in a selected list of the big daily newspapers throughout the provinces of Ontario and Quebec, is directed to the children, our biggest consumers, and it also strikes a pleasant and profitable note with all grown-ups who are still but boys and girls at heart.

"Squirrel" Brand Peanut Butter

has won its way to Canadian hearts and homes through sheer merit. Its quality **never** varies. How is your stock?

Canada Nut Company, Limited
Vancouver, B.C.

Eastern Agents

S. H. Moore & Co., Toronto, Ont.
A. G. Snowdon & Co., Montreal, Que.

Western Agents

Mason & Hickey, Winnipeg, Man.

Aladdin has been presented to Canadian women thousands of times through big space advertisements in leading Canadian publications.

Aladdin and the Ladies Are Chummy Now

When Aladdin was properly introduced he became a great favorite with the ladies.

They all liked him.

Women all across Canada are now well-acquainted with Aladdin as the name of a wonderful new Dye Soap; unique in its magic coloring possibilities; and simple and satisfactory to use.

Aladdin Dye Soap is being extensively advertised to women with large space advertisements in leading daily newspapers.

And to make it easy for the dealer to display Aladdin Dye Soap; and the customer to make a careful selection of the color she desires, a handsome revolving display stand is given free with a one-gross order of Aladdin Dye Soap.

Aladdin's popularity with the ladies is making great business for the dealer. Are you getting yours?

Order a gross from your wholesaler and start right in.

Channell Chemical Co.

Limited

Toronto

Distributors of Aladdin Dye Soap

Makers of O-Cedar Products

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

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The best selling proprietary in Canada

ENO's FRUIT SALT

Can now be had in pre-war quantities

Like other successful products Eno's Fruit Salt pays the price of success by being imitated in would-be substitutes which cost less and do less.

During the last three or four years of war-forced shortage many dealers—in an honest effort to satisfy their customers—were foolish enough to try to sell these substitutes, which hurt their trade and reputation for quality.

Now, those who know the value of Eno's in regulating the system and keeping it pure, will not accept substitutes.

The wise wholesalers appreciated this fact and when they could get the genuine Eno's they pushed its sale.

We are glad to announce that all live wholesalers and 90 per cent. of the retailers are well stocked to-day.

A word of warning—Keep a large stock on hand, for Eno's Fruit Salt is the best selling proprietary in Canada.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

Sole Agents
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney

304

By Staff Correspondent

HALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature

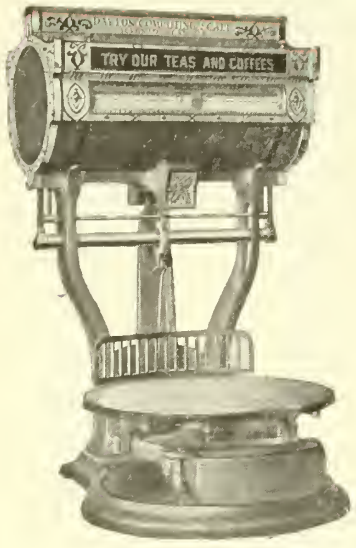
From the Canadian Grocer, Aug. 6th, 1920. Reprinted by permission.

No Waits for Weights Here

Hopgoods' trade is growing. Quite naturally too, for Halifax people like to deal in up-to-date, progressive stores. The complete equipment at Hopgoods insures quick service to customers. And Halifax people know that they get honest weight at Hopgoods, for

Dayton Computing Scales

are used. Enough of them to make "waiting for weight" unnecessary. Such service pleases customers and draws customers. Dayton Scales save time for Hopgoods, too—employees' time—which Hopgoods pay for—and the accurate weight prevents loss through overweight.



Dayton Computing Scale Model 148. Electric

Let us tell you about Dayton Computing Scales. Write to our nearest office for descriptions and prices.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

Offices in Principal Cities.

Still Leading

To-day, as in 1857, **Borden's Milk Products** lead both in quality and sales—a fact that thousands of live Canadian grocers have tested and proven to their profit.

Borden leadership is not a matter of luck. It is the result of strict adherence to a high, exacting standard of quality and purity that has been, and is, rigidly followed in every method of processing from the time the rich creamy milk of inspected cattle is delivered, immediately after milking, to the Borden factories until it is hygienically sealed in attractive containers and labelled under the binding **Borden** guarantee. Specify **Borden's** to your wholesaler next time you order and sell the milk products that lead in sales.

Send for attractive store and window display material. It will surely prove useful in helping along sales.

Borden's Products—
Eagle Brand Milk
St. Charles Milk

The Borden Co., Limited

"Leaders of Quality"

MONTREAL

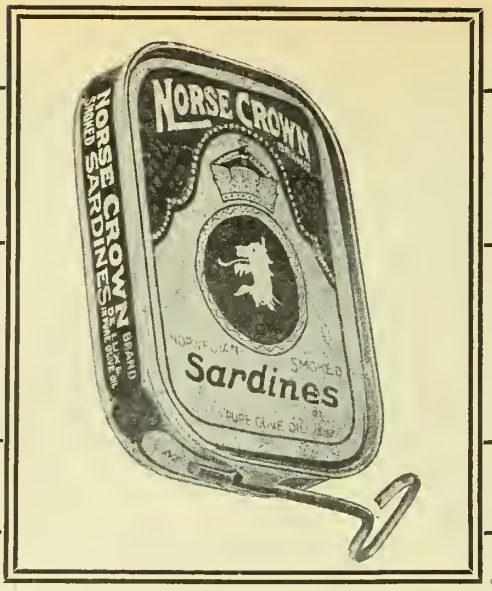
Reindeer Coffee
Reindeer Cocoa
Malted Milk

Borden's

ST. CHARLES BRAND

CANADA'S NATIONAL MILK

"Quality



will tell"

Why do so many grocers feature

"Norse Crown"

NORWEGIAN

BRISLING (SARDINES)?

"Quality Will Tell" always—both in sales and satisfaction. That's why so many grocers feature *Norse Crown Sardines* — the most tempting, full-flavored, tasty morsels that the mighty sea affords.

Norse Crown Sardines are packed with the most fastidious care in the *purest olive oil* from the finest selected catches and every operation in their preparation is conducted under the most strict hygienic surveillance. *Norse Crown Sardines* are guaranteed to give absolute satisfaction and they never fail to repeat. Specify *Norse Crown* next time you order—it pays to sell the best.

The Oversea Export & Import Co., Limited
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Company

32 Front St. W. - Toronto

COCOA BEANS

Prompt deliveries corresponding exactly to description.

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

CLARK'S Prepared Foods

"Ready to Serve"

Pork and Beans
Roast Beef
English Brawn
Veal Loaf
Ox Tongue
Beef Steak and Onions

Devilled Meat
Potted Meats
Sliced Smoked Beef
Cambridge Sausage
Canadian Boiled Dinner
Tongue, Ham and Veal

Spaghetti with Tomato Sauce and Cheese

Soups (13 kinds)
Table Syrup

Irish Stew
Peanut Butter

Corned Beef Hash,
Tomato Ketchup, Etc.

MADE IN CANADA - BY CANADIANS

AND ALL FIRST-RATE SELLERS

W. CLARK, LIMITED

MONTREAL

ARE YOU LOSING SALES ON LILY WHITE SYRUP?

The continued high price of sugar has stimulated the demand for LILY WHITE for use in autumn preserving.

We report a brisk demand from consumers for *Lily White* Recipe Books?

Are you anticipating the demand?

THE ONE OUTSTANDING SYRUP
FOR AUTUMN PRESERVING

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

Makers of Lily White Syrup, Crown Brand Syrup, Benson's Corn Starch and Mazola

A Simple Way to Cut the Cost of Travelling Salesmen

The salesmen who are compelled to fertilize, plow, sow, harrow and cultivate their fields, can not compete with the salesmen who spend the bulk of their time harvesting.

To keep a good salesman on the road to-day, costs more than ever before, and to deprive him of the advantage of Business Paper advertising is equivalent to demanding that he walk from city to city to save car fare. It's a net loss to both the salesman and the employer.

There is a Business Paper in each field of trade and industry which can do the preparatory work of cultivation more quickly, and at less cost than salesmen, thus multiplying the efficiency of the salesmen by permitting them to confine their efforts to harvesting.

There is no guesswork or theory about this—thousands of concerns are daily demonstrating its truth.

Business Paper advertising calls on the real buyers in your field and **your field only.** It is assured of an audience because it is contained in a paper edited wholly in the buyer's interest, which he needs, wants and pays for.

You who have discovered the benefits of specialization in production and in personal selling, need no argument to appreciate the opportunity for Specialized Advertising afforded by Business Papers.

What "A.B.P." Means to Advertisers.

Only papers subscribing to the Associated Business Papers' Standards of Practice are admitted to membership. These standards are unsurpassed in any field and cover every department of publishing **in addition** to certified circulation.

Maclean Publications All Members

The following is our list of trade and technical publications, all of which are members of the Associated Business Papers:

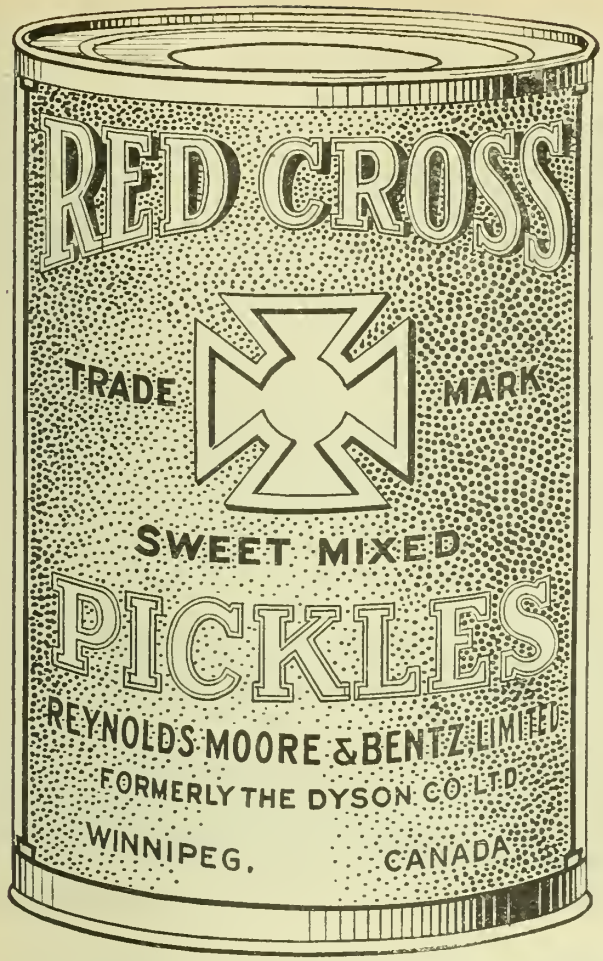
Weekly—
Hardware and Metal
Canadian Grocer
Financial Post
Druggists' Weekly
Canadian Machinery

Semi-Monthly—
Maclean's Magazine
Farmers' Magazine
Power House

Monthly—
Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Foundryman
Marine Engineering
Sanitary Engineer
Printer and Publisher
Canadian Motor, Tractor and Implement Trade Journal

The MacLean Publishing Company, Limited

Toronto Montreal Winnipeg Vancouver London (Eng.)



Exact size of can of Red Cross Pickles

Red Cross Pickles are made of the finest onions, cauliflower and cucumbers grown in the famous Red River Valley. Hitherto the Western demand has made it impossible to handle Eastern custom. But now, with increased factory equipments, they are available for this market.

Red Cross Pickles in Cans Cut Prices in Half

THE dealer who can help reduce the cost of living, will find eager customers.

When you sell Red Cross Pickles in cans, you give customers nearly 20 ounces of pickles for 35 cents, instead of the usual 10 ounces in a bottle.

Further, the tremendous use by the British and American armies and navies during the war, of pickles packed like Red Cross Pickles in gold enameled lined cans, proved that they keep fresher and longer this way than when bottled.

If you have not already stocked Red Cross Pickles then, write for prices.

Reynolds, Moore & Bentz Ltd.

Winnipeg, Man.

E. B. Nettelfield & Co.

50 Front St. E., Toronto

Eastern Sales Agents

Represented by:

J. L. Freeman & Co. for Montreal; J. B. Renaud & Co. for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. M. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best

WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.

In matches alone there are some 30 to 40 different brands of Eddy's—a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.

A daily display of these Eddy lines will prove worth while. Try it.

The E. B. Eddy Co., Limited

HULL, CANADA

Exhibit at the Canadian National Exhibition of Toronto Scales and Toronto Slicers

We feel that the many flattering remarks and the expression of thorough satisfaction of scores of satisfied users has fully repaid us for all the trouble and expense connected with our exhibit.

We are not afraid to come face to face with our customers for fear of kicks and complaints, we are glad to see them. They are all the same, **SATISFIED.** No doubt this accounts for the exceptionally large business we did at the Fair this year. Never before have we taken so many orders and from big, live Grocers and Butchers after having carefully examined all other lines.

This has all come about by our original determination to make **THE BEST MACHINES ON EARTH.**

If you were not fortunate enough to see our exhibit, write us and get full particulars and prices.

Toronto Office:
482 College St.
THOS. FERGUSON

Ottawa:
223 Sparks St.
GEO. CAMERON

Montreal:
2 Craig St. West
F. H. HUNGERFORD

The Canada Scale & Slicer Co. Limited

Factory at Bowmanville, Ont.

Why You Should Feature KING GEORGE'S NAVY

wins the confidence of the men

And the confidence of the men is by no means an unimportant factor in successful retailing.

You can get the men coming to your store by showing King George's Navy on your tobacco counter.

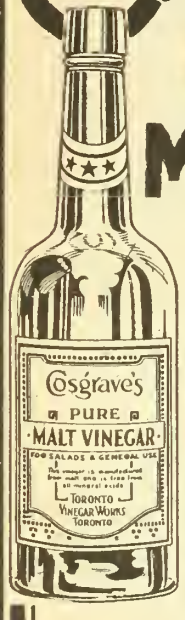
And one sale means a steady run of repeats.

Try King George's Navy.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

COSGRAVE'S PURE Malt Vinegar



Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

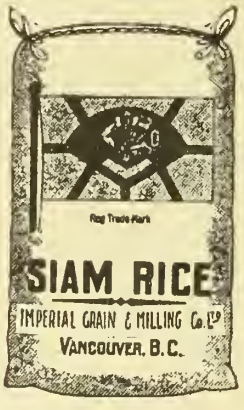
Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

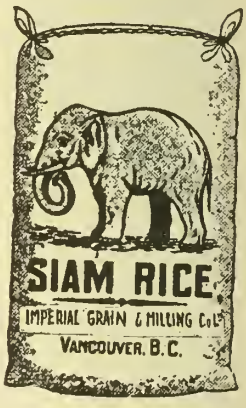
Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
Toronto

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





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Wholesale Purchasing Brokers
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In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
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Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
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We guarantee to give fullest results.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

The Oil is Clear and Resembles Olive Oil
The clarity is attained by the exacting cleaning given each fish.
ALBATROSS PILCHARDS
Clayoquot Sound Canning Co., Ltd.
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In fact there is no herring caught that can surpass the British Columbia Herring—and our cannery is right on the fishing grounds.
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Take advantage of our Service
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We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
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Agents for MOIR'S Chocolates
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91 Albert St., Winnipeg, Man. and at Saskatoon

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Calling Upon the Grocery, Hardware and Drug Trade.
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We work The Retail Trade

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Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

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H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

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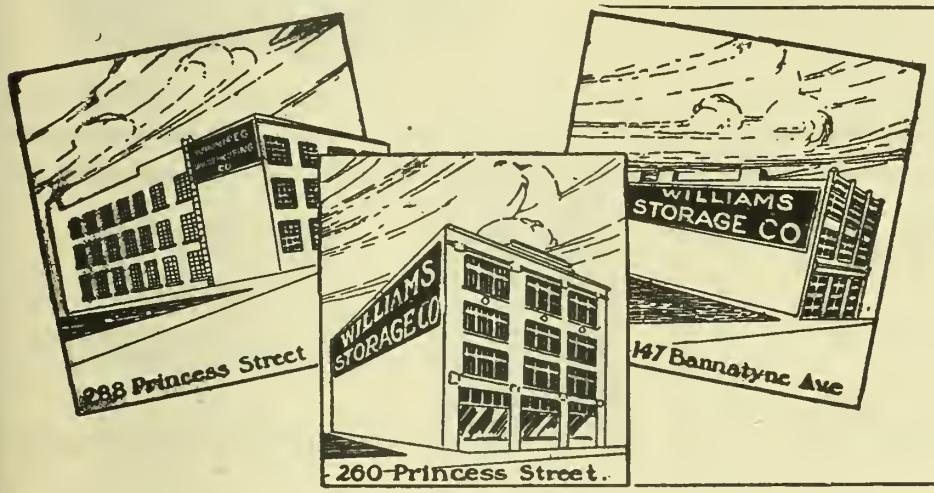

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WINNIPEG Estab. 1899

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Grocery Brokers and Manufacturers' Agents

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have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

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WESTERN CANADA

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Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave. E.
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The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

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HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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THOMPSON'S SEALED SALTED PEANUTS

Packed in
Sanitary-Airtight-Drums

Thompson's name on the label stands for the highest grade of Spanish Peanuts. The Spanish variety is the finest flavored peanut in the world.

THE SMALL NUT FULL OF RICH CREAMY FLAVOR FRESH—CRISP—TASTY

Packed in 5 and 10c packages, 20 packages to the carton, 36 cartons to the case.

'NIFTY' Brand Blanched Jumbo Peanuts

in 5 lb. and 10 lb. Tins

EACH TIN IN AN INDIVIDUAL FIBRE BOARD CONTAINER—READY TO RE-SHIP.

PACKED IN CANADA BY

A. E. THOMPSON

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G. B. THOMPSON & CO., Western Distributers, Winnipeg

Say you saw it in Canadian Grocer, it will identify you.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

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LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

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Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

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Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
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Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

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A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells for only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
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For Food Products, Confectionery, etc.
For the Dominion Best References.
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GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

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MANUFACTURERS' AGENTS AND GROCERY BROKERS
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Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

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Commission Merchant
QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

MANUFACTURERS
We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
80 ST. PETER ST. QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

Sell Your Waste Paper, Cardboard, etc.

Serious shortage of paper making materials. Very high prices now.
Send for catalog of
"Climax" Steel Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

To get business you must go after it. Others do it through this section —why not YOU?

We Have the Finest Coffees

OWL BLEND COFFEE

Imported, Roasted and Grown in Our Plant

Finest and Purest Produced

OWL	EXTRA FANCY	Per lb. .60
OWL	A. 1.	" " .50
OWL	No. 10	" " .47
OWL	No. 30	" " .45
OWL	No. 40 (20% chicory)	" " .42
OWL	French style, (black)	" " .38
RIO		" " .35

Freight Paid on 300 lb. Lots

Try them. They are Unequalled. Special Discount to Jobbers.

Just Received a Shipment from England

THE UNITED ALKALI WORKS, LIMITED

LIVERPOOL, ENGLAND

300 cases GREENBANK'S LYE (Solid)
16 oz. tins, 4 doz. per case .....per doz. 1.75

300 " GREENBANK'S POWDERED LYE, "RED HEART"
12 oz. tins, 4 doz. per case, ...per doz. 1.65

300 " GREENBANK'S POWDERED LYE, "RED HEART"
8 oz. tins, 4 doz. per case .....per doz. 1.25

300 " GREENBANK'S CHLORIDE OF LIME
4 oz. tins, 4 doz. per case .....per doz. .65

400 " GREENBANK'S CHLORIDE OF LIME
8 oz. tins, 4 doz. per case .....per doz. 1.10

200 " GREENBANK'S CHLORIDE OF LIME
16 oz. tins, 4 doz. per case .....per doz. 1.90

Special Discount to Jobbers.

FERRIER'S GENUINE CASTILLE SOAP

"Le Chat" (Cat) Brand

72% OLIVE OIL

All sizes and style packages
Small and large bars
2 oz., 4 oz., 6 oz., 8 oz bars.

From 21c to 23c per lb.

We carry the finest and largest assortment of staple fancy groceries in the Dominion.

Our Service is excellent.

L. CHAPUT, FILS & CIE, Limitee

Wholesale Grocers, Importers and Manufacturers

Established in 1842

MONTREAL

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

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WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouve..

The Insecticide that is known throughout the world:

KEATING'S POWDER

Your profit on the steady demand for Keating's Powder—the universal insecticide—mounts up to a considerable sum when the yearly sales are totalled. Every month in the year—cold weather and warm—its sale is sure. But you can increase this by recommending Keating's to your customers—tell them how quickly it will exterminate

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

Good merchandising would be to have an ample stock on your shelves at all times.

Made by THOMAS KEATING, London, England. Established 1788.

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

"The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

Price is $10.50

Sole Agents for Canada

MacLean Publishing Co., Limited

143-153 University Ave., Toronto

Vin Tonic

Sanator

a genuine Tonic for

Invalids

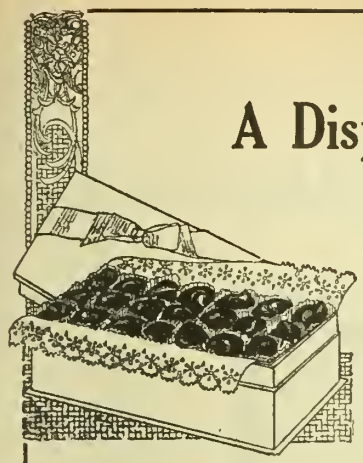
Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square

MONTREAL



A Display of "Nobility" Chocolates will speed up your Candy Sales

Nobility Chocolates "Worthy of the Name" or "Glendale" chocolates are just what every customer is looking for, something pure and wholesome, being made and packed in a sanitary plant. Purity always attracts, and when connected with "Nobility" "Glendale" chocolates or our delicious pan candies and creams, it means Profit to you.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Edgar S. Fisher, 12 Herndale Ave., Toronto
A. D. Norman, Winnipeg

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited
229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
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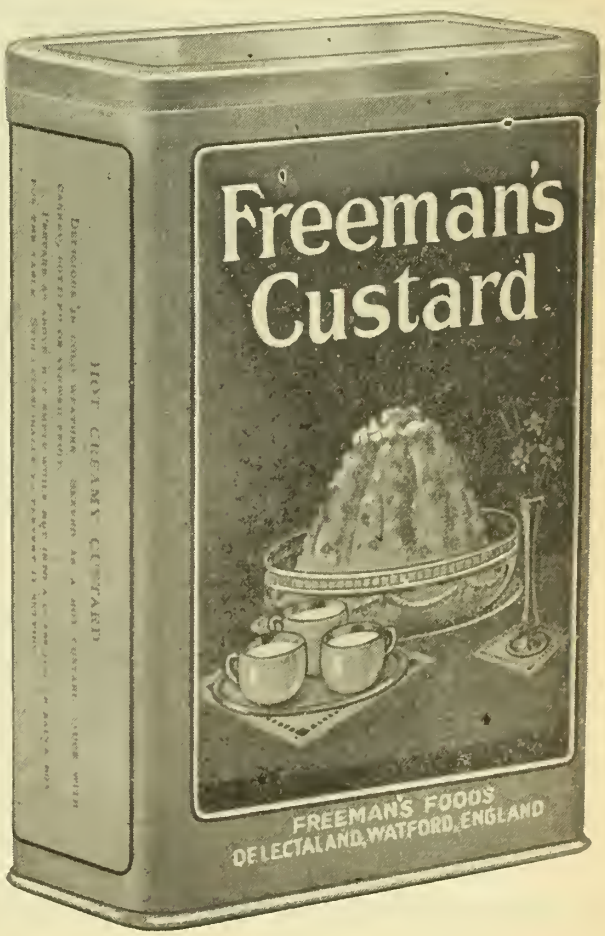
H. H. Beer Summerside, P.E.I.

Advertising to Buyers is one way to surely make Advertising Pay

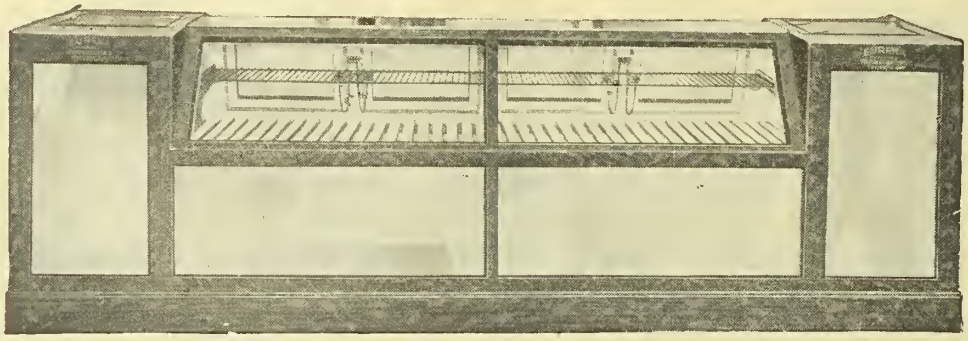
Advertise Your Product in
Canadian Grocer

It reaches the Buyers — It's a Business-Getter

Rates and Information on Request



TO THE
ENTERPRISING MERCHANT



One of our models of Eureka Freezer Counter Case (*Patented*)

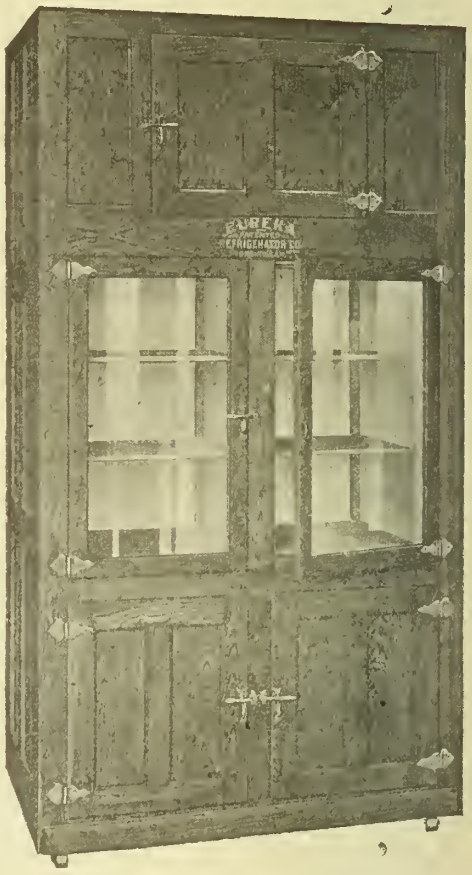
Wouldn't you like to make your store the most pleasant and easiest place for your customers to shop in, in your vicinity?

Wouldn't you like to attract customers who now perhaps buy at a store a little further up the street?

People like to shop where sanitary, up-to-date methods are used in displaying the perishable foodstuffs they want to buy.

Why lose this trade when by installing a Eureka Freezer Counter Case or one of our High-Class Eureka Refrigerators, these conditions can be fulfilled?

We guarantee this equipment to do all and more than we claim for it.



One of our popular designs of Eureka Grocers' Refrigerators

Write for our free illustrated literature, it will be willingly sent.

EUREKA REFRIGERATOR CO., LTD.

Head Office and Factories: OWEN SOUND, ONT.

Red Rose Flavor

CUSTOMERS quickly become attached to the rich distinctive flavor of Red Rose Tea. This flavor is attained by blending more than a dozen varieties of fine quality teas.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

Guaranteed Uniform Quality

How to make all brooms of the same brand absolutely uniform in quality, has been a problem to every manufacturer of brooms.

After years of careful study, we have recently introduced in our factory, a system of sorting and grading corn which enables us now to **absolutely guarantee** a uniformity in quality never before equalled in the making of brooms.

Clean Throughout

No Seeds—No Stems

This is a photograph of a Nugget Broom. See how clean the stock is, not only outside, but right through to the centre. See how carefully the corn has been trimmed and sorted. No seeds, no stems are visible.

Eight Famous Keystone Brands

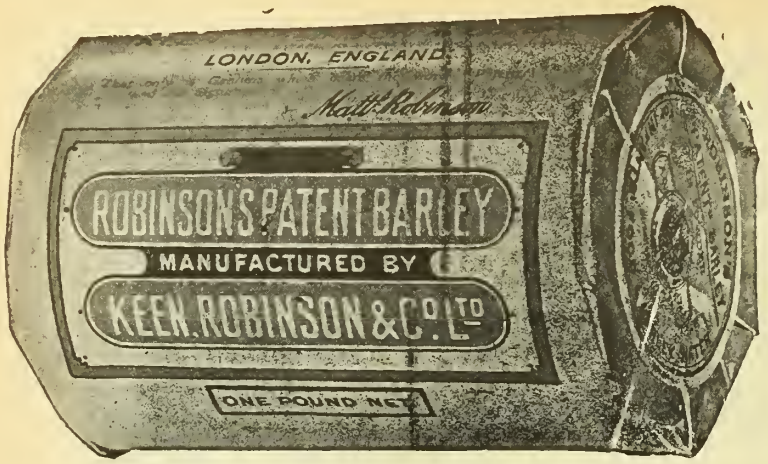
Because they are so carefully made—of the best materials—Keystone Brooms give superior satisfaction. The following brands are well-known to every Canadian woman:

NUGGET	EVANGELINE
PATRICIA	JUBILEE
KLONDIKE	GREAT WEST
ELGIN	STERLING

If you have never handled the above Keystone lines, order a sample shipment today.

Manufactured by

Stevens-Hepner Company, Limited PORT ELGIN ONTARIO



Standard Foods for Infants and Invalids

Your customers will appreciate the quality of Robinson's "Patent" Barley and Robinson's "Patent" Groats—and, of course, you recognize that this quality brings them back for other lines.

MAGOR, SON & CO., LIMITED, 191 St. Paul St. W., Montreal; 30 Church St., Toronto

It's sold! Keep it moving

Put Gold Dust packages where your customers can see them.

We make your customers *want* Gold Dust through our advertising. You can make them *buy* it by giving it a conspicuous place on your shelves.

You don't have to push Gold Dust. And it yields a good margin, with a quick turnover. "Made in Canada," too.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

CANADIAN GROCER

VOL. XXXIV TORONTO, SEPTEMBER 17, 1920 No. 38

How Retailers View Freight Increases

Manager of Grocery Department of Large Toronto Departmental Store Believes that Added Charge Spread Over 100 Pounds of Any Line Will Mean Only Slight Increases to the Consumer.

"IT will probably be a period of six months before any definite idea can be learned as to what the new freight rates will have meant in the cost of food commodities," remarked the head of the grocery department in one of Toronto's largest departmental stores. "While the additional charges must be absorbed in the prices to the consumer, on the whole, in the way of articles of food, I do not think a great deal of difference will be noticed. People will pay the price asked and say nothing about it, and after all, the added charge spread over one hundred pounds of any one line will mean only a trifle difference on the pound. Another fact that will work to the advantage of the grocer in this regard, particularly in the Province of Ontario, is that Ontario is blessed with a lot of local business. The grocer is able to buy a great many things either in the town in which he is doing business, or from some very near point. On the other hand, in the West, where distances are greater, the grocer will be more affected by the increase of thirty-five per cent. But then again, Western Canada towns will benefit on goods coming from the Orient, such as rices and teas. Ocean rates are cheaper and the distances from the ports of entry not as extended."

Barely Noticeable

Citing instances of different foods, this manager remarked that in the case of rolled oats the added charge would be barely noticeable. "On account of the freight charges merchants in the East would be inclined to give the preference to local oats rather than to Western oats, as long as they could be thus obtained. Western oats might not on this account be able to compete with the product manufactured in the East. The same condition might apply to potatoes from New Brunswick, but this is not likely to create much concern as the available quantities of Ontario and Quebec potatoes are likely to be sufficient for all requirements. Of course I am speaking from my own standpoint—that of an Ontario grocer. In the matter of canned goods, freight charges vary to such an extent that it is very hard to say what difference in prices they might make."

"I suppose the grocer will have to absorb many of the added charges as has been the case before," remarked H. J. Reeve, manager of Michie & Sons, King Street W., Toronto, when asked by Canadian Grocer as to what effect the advanced freight rates will have on prices of foodstuffs. "I really haven't given very much thought to the matter," he added, "but it is more than likely that the higher charges will just be added to the grocer's costs. I don't think the consumer will notice very much difference in prices, however."

Not Much on the Pound

Another man prominent in the retail grocery trade in Ontario expressed the opinion that the increased freight rates, spread over one hundred pounds of sugar, for instance, would not amount to very much on a pound. The extra freight on one hundred pounds of sugar from Montreal to Toronto is nine cents. Spread over, it meant about one-tenth of a cent on a pound. At the present price of sugar, it would mean $22.30 per hundred, the retailer, having to sell it at an advance of two cents, would get $24.30. Accepting his privilege to refuse to sell a single pound, he could sell not less than three pounds, getting 73 cents for the same, thereby getting his extra freight cost.

Increase on Canned Goods

All vegetables and fruits packed in 2½ size tins, two dozen to the case, weighing 60 pounds, on the basis of 20 cents freight-rate would be six cents per dozen. The 40 per cent. additional freight will add four cents per dozen. Thus the 2½ size tins that previously cost six cents per dozen freight will cost under the new rate ten cents per dozen. A case containing two dozen number two tins weighing 44 pounds on the same freight basis would cost 4½ cents per dozen, the additional 40 per cent. increase would be four cents, making the present freight rate 8½ cents per dozen. Canned salmon shipped

from the coast was $1.03 per hundred pounds, with the increase added the new rate is $1.44 or approximately ten cents per dozen.

The average freight on a bag of potatoes laid down in Toronto is 15 cents, the increase in freight rates of 40 per cent. will bring the freight on a bag of potatoes up to 21 cents.

For butter from Toronto to Montreal the old rate per hundred pounds was 50½ cents and the new rate is 70½ cents. The rate for eggs from Toronto to Montreal goes up 17 cents per hundred pounds. On butter and cheese the increase is approximately ¼ cent per pound and on eggs ½ cent per dozen.

The Traveller Who Pities Himself

"IT IS a peculiar fact, but nevertheless one that salesmen still believe, that a house likes to fire a man. On the contrary, if there is anything which hurts the sales manager's standing, it is when he has to admit that he picked a poor man, which he does when he must let a man go. It costs money to pick unsatisfactory men. The only difference between the sales manager who succeeds and the one who does not lies in the ability of one man to develop a sales force which can get the business while the latter doesn't do it. So one is a success and the other is a failure. I have in mind one sales manager who was so mild and easy-going that he rarely found fault with his men, yet, when, due to a poor showing, he himself was called to account, he finally did turn upon some salesman who was failing to get the business, and relieved himself of the most brutal tirade imaginable.

"When a salesman falls into a slump and when his sales manager happens to be of the type mentioned, then the trouble is apt to start."

The foregoing is from an article by A. H. Dente in "Printers' Ink" under the caption of "When the Travelling Salesman Feels Sorry For Himself."

The writer went on to tell about George Hall, a star salesman who drifted into a slump and got in bad with his sales manager because Hall, having been a star salesman, went stale just when several of the other road men on the same staff hit the down grade.

The aggregate drop in sales wrought havoc with the relationship of the sales manager to the firm and in turn that worthy let himself loose on poor Hall, who weakened and grew peevish instead of bucking up to show his real class. He nursed a grouch and began to tell his troubles to some of his best friends among the trade. Next he told them to some salesmen on the road.

All this time his record was showing up poorly, but instead of gathering himself together, he began to think up excuses and reasons. When he got his regular monthly letter telling him of his poor showing, he began to write in long letters explaining the lack of business. Being a good salesman, it did not take him long to tell himself the reasons why business was not coming. He began to find fault with the line and that directly injured his sales talk. He began to find fault with the credit department, and as a result he lost confidence in that end of the business.

It was not long before he had mentally formulated a series of trials and difficulties to which he was subject. And these troubles and difficulties became so monumental that they overshadowed all the good points he used to see in the line.

As a matter of fact the house kept him much too long for his own good or its own good, but the trouble was that nobody knew what was wrong. Hall was sincere in his own way and was really doing his best, so far as he knew, but he was working against an unconscious handicap. He was coming to feel sorry for himself and having a perfectly good time pitying himself. So while he apparently did his best and really felt he was trying, he was mentally unfit to get the business, and he didn't get it.

On the other hand, the executives of the house thought he was shirking his job and even began to accuse him of disloyalty. To-day they are convinced of it, because after Hall left them he got a job with a competitor and began to do good work.

Now, knowing Hall and having heard him tell of his troubles, and also knowing his house and his former sales manager, it is not hard for a third party, standing at a distance, to see the whole thing from both sides.

It may be possible that the picture which presents itself to us may enable us in our own work at some time or another to recall these facts and apply them.

First of all, we must keep in mind that while both the sales manager and the salesman may have personality and temperament, the fact remains that the sales manager must be able to submerge his own feelings and consider only the other man—the man who is working for him and for whose showing he is largely responsible. The sales manager may be "getting his" from the boss higher up and may be rankling under pretty tough criticism. Yet it is his job to remain calm and sweet and confident and enthusiastic as far as the salesmen are concerned. If a salesman or a group of salesmen get the impression that their sales manager is not in the best of standing, it is the natural thing for them to lose confidence in him, and once they start losing confidence the sales manager's "goose is cooked," because the men look to him for the source of energy which keeps them going.

In the case of Hall, he and his sales manager got out of harmony and out of sympathy. The sales manager let feelings persuade him that Hall was shirking and was not giving him the best that he had in him. On the other hand, Hall got it into his head that the sales manager "had it in for him" and was not giving him the proper support.

Little things which in themselves meant nothing were taken by each man as personal affronts. While Hall was as much to blame as his sales manager for this childish attitude, nevertheless the sales manager was the man actually responsible for this condition, because he was the man paid to keep personalities out of the running of the sales end of the business.

In falling down, Hall naturally injured himself, but what most concerned the house was that he injured its standing, lost customers which were taken away by other houses, and finally was taken off the job with his territory pretty well demoralized. It was a case of lack of thought and judgment and foresight on the part of the sales manager in letting one thing lead to another and ending up by Hall going stale. And the only thing that really happened to Hall was that he got to pitying himself and feeling abused and imagining a lot of things which were not so.

BIG YEAR IN DRIED FRUIT

"With the low prices which have been named for this year's pack prunes as compared with independent growers' prices, it should be easy for buyers to make this the biggest year in the history of the dried fruit industry. Many buyers do not realize the immense demand which has been created for prunes during the last few years. In 1916 the United States consumed only 45,000,000 pounds. Last year it is estimated that the domestic market consumed close to 150,000,000 pounds, or three times the quantity it was able to absorb four years ago. The largest crop of California prunes ever grown, approximately 250,000,000 pounds, has been sold since last fall at the highest prices which have ever prevailed, and there is only a comparatively small holdover on the market to-day. The market would have collapsed if an attempt had been made to sell such a huge crop five years ago."

The clerks and salespeople of Woodstock, Ont., are circulating a petition in an endeavor to have the regular weekly summer half-holiday extended throughout the entire year. It prevails at present throughout June, July and August. The matter will be discussed by the Board of Trade at an early meeting.

What Represents a Fair Business Profit?

A Review of Conditions Which Have Led Up to Present Merchandising Conditions—Cold, Common-sense Leads Back to Conclusions That Are Lost Sight of in Modern Business—By What is Profit-Fixing Governed?—Other Interesting Points Dealt With

By W. R. Basset in "Printers' Ink"

To-day both buyers and sellers are in the position of the man selling to the old clothes man—none of us know what anything is worth.

* * *

The buyer who goes away from us feeling that he has been cheated is the seed of our future bankruptcy.

* * *

It is unnecessarily expensive to put the profiteer in jail.

* * *

In discussion of capital and labor you would imagine that only the laborer worked and never had any work done for him, and that likewise the owner of capital only buys services and never has his own for sale. This is nonsense.

NO QUESTION at all exists as to what is an unfair profit. An unfair profit is the profit which the other fellow makes. The profit which you make cannot be unfair—and you will explain exactly why it is not unfair as long as anyone will listen. In fact, if you are allowed to talk long enough you will make out a case against yourself, even if none in the first place existed.

But what is a fair profit?

And who should determine the profit? Are we really talking about profit or about price? Does a high price mean a high profit, and does a low price mean a low profit? Is there any connection at all between price and profit? Does the buyer or seller make the price, or is the price made by an outside force over which neither has any control?

An endless number of questions arise when one starts to talk about prices and profits. We get into the same morass of trouble as when we talk of wages being high or low without reference to what is being given in return for the wages.

And in addition we have the complications of currency inflation, and on top of that the problem of scarcity, which resolves itself more or less into a discussion of what a crust of bread is worth to a millionaire who is starving.

The word profiteer is a glib and ready one that springs easily from the lips whenever we think we have been overcharged or—what amounts to the same thing—cheated. Our resentment unconsciously leads us to take an entirely unbusinesslike view of the whole situation—a view which we would not ordinarily take.

If, for instance, I sell a suit of clothes to a second-hand dealer, I shall not get what the suit is worth. I hope to get more than it is worth, but expect to get less. Really, I do not know what the garment is worth for resale, because I am without knowledge of the market. The man who buys from me will, on the other hand, know the market, and will refuse to pay me a sum greater than he can easily resell it for at a profit.

Today, both buyers and sellers are in the position of the man selling to the old-clothes man—none of us knows what anything is worth. And that is why I say it is easy for any man to convince himself that whatever prices he charges are fair. For every man who sells also buys, and his sales prices are often but a reflection of the impotence that he feels in buying. This all leads to a general looseness of thought and expression and to other short-comings.

The Hard Path of the Profiteer

We are all of us too prone to forget that the buyer who goes away from us feeling that he has been cheated is the seed of our future bankruptcy. The man who declares that he will "get his now while the getting is good" never does get his, for the short-sighted greed that prompts his action never knows where to stop, and the end is financial shipwreck. In pushing forward to get more, he does not see that the conditions which permitted him to make his killing have changed, until all at once he is brought up with a sharp turn and everything is taken away from him.

What punishment shall be meted out to the man who profiteers? If we think of him as a cheat, then it is unnecessarily expensive to put him in jail; the laws of nature will take care of him. Indeed, jailing him may well be a kindness, for not otherwise would he have a chance to conserve his resources!

Take the profiteer as he is today luridly conceived. Let us pursue the animal. We recently had a judicial formula handed down which may be used as a description and prevent dragging in the wrong beast. A Federal judge has said that a just and reasonable retail profit must be determined on the wholesale cost of merchandise at the time of purchase and not at all upon the market value at the time of sale.

This is an interesting thought which prompts one to reflect whether a fair profit means that sellers should not make money or that buyers should secure a low price.

For instance, I might, by the exercise of foresight, have bought in 1915 a stock of some commodity in Japan and have been unable until 1920 to get it across the ocean on account of the shipping regulations. Let us say that the goods stand me ten dollars a unit in my American warehouse. The man across the street buys his stock in 1920; it stands him thirty dollars a unit, and he offers it at retail at fifty dollars. If I offer mine at forty, I am profiteering—even though the public pays less than it would have had I not had foresight. On the other hand, if I sell my stock at retail at thirty, I am accused of cutting business from under the feet of my competitor, and also I realize so little money that when the old stock is exhausted I shall not, in spite of my profit, have money enough to replenish at the then market price.

If I follow the logical sequence of the rule as laid down, my only course, if I am condemned with a forehanded disposition, is not to make a price but, on the contrary, send all of my stock to auction and let the public make its own price.

Exigencies of Selling

Or again suppose that I have a badly chosen stock that will not move out as a whole. A sudden demand arises for some article which I happen to have had in stock for a long time but which had practically gone off the market. I sell out that one article at a profit of one thousand per cent., but the profit on that single article is not enough to meet the going expenses of my shop and I am forced into bankruptcy. Can I be both a profiteer and a bankrupt?

Or turn to manufacturing. If I have a well-managed plant and planned production, I can surely turn out goods at a lower cost than a competitor who has an ill-managed plant and whose production planning could scarcely be dignified by that name. If I sell at his price then I am a profiteer. If I sell on costs at a low profit in order to get the trade, shortly I shall be so large

that I shall be charged with unfair competition and price-cutting. We have laws to prevent manufacturers sending goods to our shores on almost that identical basis.

Or leave the question of profit per sale and take the year's profit on invested capital. I may keep my capital working through every day of the year, and by frequent turnovers at a low profit per turnover make a very high profit on my invested capital. I shall have performed a high public service, but, according to the governmental notions of business, I shall be a profiteer. I could purge myself of the accusation of impurity only by chucking my knowledge of business out of the window and raising my prices sufficiently to slacken the turnover, and, although making a larger profit per sale, make less on my invested capital.

Or I might increase my capital. Of course I shall, against my will, have to charge the public more for my goods. This is not only business but social lunacy. But unless I try to act like a lunatic I am apt to be put into jail. Witness the case of the Brooklyn haberdasher who was arrested as a profiteer by agents of the Department of Justice because he made (including his salary) a profit of 19 per cent. on sales which happened to be 60 per cent. upon his invested capital. That poor fellow committed suicide in his disgrace.

"But," someone will immediately ask, "would you take the lid off profits and let every man charge exactly what he chooses? How, then, could you curb the greedy? Would not the public then be at the mercy of the profiteers? Should we not soon be paying $75 for a pair of shoes and $5 a pound for beefsteak?"

And there unfolds a dreadful picture of a world peopled by only two classes —profiteers and their victims. Here again we have a delightful assumption growing out of the loose thinking of the times. In discussions of capital and labor you would imagine that only the laborer worked and never had any work done for him, and that likewise the owner of capital only buys services and never has his own for sale. This is nonsense.

There are no such abstract entities. This is a world of human beings, and it is impossible, for instance, to conceive of a shoe-dealer whose sole activity in life consists in selling shoes for many times what everyone else thinks he should sell them for. For that shoe-dealer in spite of his bad disposition, cannot get on without buying food, clothing and shelter. Even landlords require food and clothing. And this brings us to the extraordinary belief which now seems to prevail that if a dealer refuses to sell his shoes for less than $75 a pair, or the butcher refuses to sell his beefsteaks at less than $5 a pound, there is somewhere some compulsion on the part of the buyer to buy at that price.

Situations can be imagined in which one might have to buy a few commodities at any price in order to preserve life. But such situations are rare. They have no more to do with business than has the salvage of a ship at sea to do with the ordinary routine of the merchant marine. And again it is presupposed that in this dire emergency the buyer has the money with which to pay the so-called exorbitant price.

In other days, when there was not so much money, people did not quarrel about prices. If the prices were too high they did not buy and the seller reduced his prices until he reached a level where he could find buyers. That is precisely what would happen today if prices were to go as high as the popular imagination sends them.

The Buying Power of Money

What we forget is that very frequently we do not know when a price is high or low or how high or low a price is because of the drop in the purchasing power of money. If $75 has the relative buying power of $6 or $7 in 1914, then $75 is not too much for a pair of shoes. If, on the contrary, $75 retains the purchasing power of $75 in 1914 (using 1914 as the last year in which values had relations we can comprehend), then $75 would be too much for a pair of shoes, which would be demonstrated by the fact that no one would buy them, and the shoe-dealer would not be a seller, but merely an exhibitor of footwear. You would not say that he was a profiteering merchant because he charged so much for shoes. You would say that a purchaser was a fool for paying so much.

Or take another case: Say that a fair meal may be bought in the dining-cars of a certain railroad for $2. A train carrying one of these diners becomes stuck in a snowbank, miles away from any habitation. Thereupon the steward of the dining car raises the prices to a point where the $2 meal costs $20. Would you prosecute that steward as a profiteer or would you send him to an insane aslyum? If you kept your head level, you would send him to an asylum, because his passion for the near dollar would probably go far toward breaking up the passenger traffic of that railroad.

Now we begin to see where lies the difficulty in deciding what is a fair profit. We are, in effect, trying to measure milk with a yard-stick instead of a quartern. We are presupposing that the seller and not the buyer makes the price, and that there is some connection between philanthropy and business.

There is no such connection: philanthropy has no place whatsoever in business, which is not at all a condemnation but rather a praising of business and a lifting it out of the paternalistic mire. Let us get rid of any confusion between benevolence and business practice. Let us strip business of everything approaching cant.

Take the familiar instance of a merchant granting credit to a young man starting in business and who has no tangible assets, which in the card-index theory of credit-granting would warrant an extension of credit. The merchant says:

"This is a nice young man. I think he will do well, and therefore I shall take a chance on his account." And then he smiles benignly in his self-satisfaction.

That merchant has not performed a charitable act—although he thinks he has. He has advanced those goods on the character of the man, and character is the only really first-class asset that is to be considered in the extension of credit.

Or again, take the many manufacturers, among whom Henry Ford is perhaps the most prominent, who have many times said, in effect, "I will send my goods to the market at prices so low as to put them into the possession of every man, woman and child." Ford exhibits himself as a public benefactor and is performing the highest possible

Strange to say, every business in this country that has attempted a monopoly has found its largest success after it has abandoned all notion of capturing the market other than by giving a large service at a low price.

* * *

An attempt at monopoly usually brings in competitors who evolve substitutes that take the place of the monopolized article and the monopoly breaks of its own weight.

* * *

Fixing profits is infinitely more viciously destructive of economic life than fixing prices.

Very frequently we do not know when a price is high or low or how high or low a price is because of the drop in the purchasing power of money.

* * *

We are presupposing that the seller and not the buyer makes the price.

* * *

Any attempt to fix profits or wages or any of the workings of business on a basis that human beings shall not be selfish is bound to fail

service to the public, but also he is making more money than all the people together who think they are charging high prices; for consciously or unconsciously he has hit upon exactly the right way of doing business. If he had, on the contrary, selected a different course and, as the phrase goes, "taken advantage of the public," the immediate effect would have been a reduction of his sales by half, and in consequence a partially idle plant, a disrupted organization, and a red figure on his balance-sheet.

The talk about fair and unfair prices is quite beside the real point. It is not at all necessary to surround the matter of prices with a mist of sentiment. The charging of extraordinarily high prices may or may not be immoral. That, too, is beside the point. Low prices may also be immoral. And if we lug philanthropy into business, what are we going to do with the man who gets perfectly hipped on the notion of selling things cheaply to the public, and in his ardor forgets to pay his probably less emotional creditors? Is he an idealist or a crook?

But are we to admit impotence in regulating profits? Shall we allow human greed to run amuck? Running amuck is not a diversion that can long be sustained. Usually one hits a stone wall or otherwise demonstrates the physical phenomenon that two solid bodies cannot occupy precisely the same space at the same time.

Let us go back to our shoe-dealer. Fifty years ago most workmen went barefooted in summer because shoes were considered too expensive to be worn heedlessly. There is abundant evidence to sustain the conclusion that feet were made primarily to stand on rather than to give aid and comfort to shoemakers. But to-day very few people think of going barefooted at any time of the year. We have grown into the habit of wearing shoes and most people have several pairs. We took up the shoe-wearing habit not because our feet had changed, but because shoes became cheaper. Now, if shoes are held at such a price that the ordinary person cannot buy a pair, then he will go barefooted, and although at first going barefooted may roughly use the tender foot, the makers of shoes will suffer more than the owners of feet.

The Moral Issue in Business

We can discuss the morality of prices, and we can shed long, salt tears as we pay our bills, and, if we possess sufficient imagination, we can carry our sorrow into the process of passing the additional cost on to those whom we sell, but really are we getting anywhere with all of this self-deception about prices? Is it not better to recognize right off that good business is founded upon enlightened selfishness and go forward on that principle?

It is not at all necessary to introduce the moral issue into business. A successful business man must have character; he must also meet his financial engagements. Or put it another way: a business man cannot be successful unless he has character. But any attempt to fix profits or wages or any of the workings of business on a basis that human beings shall not be selfish is bound to fail.

Price fixing leads through the socialistic state into the communistic state. Profit fixing leads to chaos.

* * *

The only possible method by which lower prices can be achieved is a method which stimulates production—that which gives more to distribute.

* * *

People have gone astray on this whole matter of profits and prices because they forget the yesterday when the producer was beseeching the consumer to buy.

* * *

The seller does not fix the price. The buyer is ordinarily and especially to-day the ultimate price fixer.

It is the fashion these days to predicate reforms upon bringing about a quicker change in human nature. It would seem to the writer to be better to identify service to the public with self-interest; then those who are amused by being self-righteous may take their diversion on the side and not interfere with the orderly conduct of human affairs.

We are witnessing to-day the large changes which the introduction of labor-saving machinery has made in the conduct of industry, especially in the direction of making prohibitive the cost of an idle plant. But a plant will not be idle if its production is put within the reach of almost everybody. The wants of man are infinite. It is up to the man who desires to supply some of those wants to put his articles on the market at such a price that they may be bought in ever-increasing quantities by a constantly growing number of people. That is the best way to serve humanity, but it also happens to be the way to make the largest profit; a particularly fortunate provision of nature, since if in best serving the public one also best serves oneself, one will not become tired of serving the public.

From the owner's standpoint, it is not the percentage of profit per sale that counts, but the annual profit, and it is growing increasingly evident that the business which has a large annual profit on a comparatively small number of sales or turnovers of capital at a large margin per sale is not nearly so stable as the business which gains a larger annual profit by a great number of turnovers at a small profit per turn.

It is always the first thought of monopoly that it will gain the largest profit, first, by shutting out all competitors; second, by charging the largest possible price the public will pay. But, strange to say, every business in this country that has attempted a monopoly has found its largest success after it has abandoned all notion of capturing the market other than by giving a large service at a low price. A monopoly founded on service is a legitimate monopoly.

Take the automobile trade. Under the Selden Patents, it was thought that, by a system of licensing, the number of people permitted to make automobiles could be restricted, and all danger of glutting the market be removed. But the great progress in the automobile industry has been since that patent expired! To-day it never occurs to the owners of an automobile factory to try to monopolize the market. What they try to do is to turn out a good car at a fair margin of profit. All the combinations of companies in the industry, and there are several such, are successful only in the degree that they tend to increase production and at the same time decrease prices.

Monopoly Breaks Its Own Weight

An attempt at monopoly usually brings in competitors who evolve substitutes that take the place of the monopolized article. An interesting illustration of this was lately given by the manufacturers of an automobile horn. In the beginning they thought they were protected by patents and charged a high price for their product, with the idea that they had the market at their mercy. Other men saw the possibilities, were attracted by the field, attacked the patents and broke them and the company. The company which devoted so much of its energy to forming a monopoly has now a heartbreakingly low profit on its capital. A die-casting company gave itself up to the guarding of its secret process and sold a small number of castings at high prices. It was noised about that the process was a regular gold mine. Other companies were formed; they gained a knowledge of the process, and now the original company must fight hard to keep pace with its too many competitors. Camel's-hair cloth was put on the market at a very high price; it became popular, and now so many substitutes, which only an expert can distinguish from the real thing, are offered that the market for the genuine cloth is shattered.

A fair profit, then, to go back to that term, is not a figure which may be settled by any outside authority, and it has nothing at all to do with invested capital. It is fair that a premium should go to the man who can so turn capital as to make the largest possible percentage upon it. The whole trend of scien-

(Continued on page 29.)

Profit-Sharing Increases Business

Unusual Progress and Methods Help This Man—Doubles Annual Business at Six Per Cent. Net Sharing Earnings with Assistants.

IF you think all the opportunities for big success lie in the large cities, or if you think you must be big before you can become bigger, you have other thinks coming. For this is the tale of a grocer with six years' experience who began with scant capital. He is in a town so small that it is not listed in any schedule of prominent towns. There is nothing prepossessing about it, either. Not likely that you or I would select it as a place that promised any special success.

Nor did this man start with any particular advantages. He did not know the business except by outside observation, and he has plenty of careless, what might be called with justice, cut-throat competition, meaning that kind which is guided by the idea that to beat the other fellow, no matter what the consequence, is worth while. But this man knows better than to follow any such lead, so he prospers where careless, slap-bang men go broke.

Within the limits of a short article I could not begin to tell you of all the schemes this man has thought out for his accounts, collections, pricings. He is a deep student of psychology, self-taught, and observes the effect of every move on his trade. He knows one thing well that it were good if others could learn; that people like to trade where things are good and attractively displayed and where price is not the main attraction. I must therefore give you only a sketch and leave you to fill in the background.

Doubles Annual Business at Six Per Cent. Net

This man's sales last year were $86,000. This year they are running at about $165,000, and bid fair to double before the year ends. How is it done in a little town where ordinary advertising methods might be said not to apply?

It is done by rigid care of inside conditions, that the store be clean and attractive; by window displays which are most carefully studied out and executed; by the use of every bit of display material furnished by manufacturers of profitable merchandise—for he knows very well with whom it pays to cooperate, and by the cultivation of personal acquaintance on the right basis. By this last I mean that he belongs to the chamber of commerce, gets out of his store frequently to "mix" with his fellow citizens, and is therefore in on what is doing in a favorable way.

How can he get away from his store at all and yet make such a showing? O that is the greatest secret of all, and I am now going to let you in on it.

In the most conservative way, yet so that it counts big, he shares his earnings with his assistants.

HENRY JOHNSON, Jr.

His business is in three main departments: bakery, meats and groceries. His own time is devoted largely to thinking out new schemes, new methods, new equations from new angles in his business. Hence he gets a fine average gross margin. It runs 26 per cent. His expenses average 18 per cent., and that leaves him 8 per cent. net.

You might think that would do, but he is looking to a bigger future, built on lines that will endure. So he does not stop. In fact I may say in passing, that he could not stop if he tried. His mind is too active; his think-tank seethes too continually with new ideas; he is too nervously enterprising ever to be satisfied.

How the Division is Made

He makes 36 per cent. average in the bakery department; 22 per cent. on meats, and 20 per cent. on groceries. Expenses in the bakery are 23 per cent., in the meats, 14, and groceries 16 per cent. In a typical week he will sell $800 worth of bakery goods, $600 meats, and $1,400 groceries.

With 36 margin and 23 expense in the bakery, his net is 13 per cent. Meats at 22 gross with expense of 14 earn 8 per cent. net. Groceries at 20 with 16 expense earn 4 per cent. net. He gives the manager of each department a quarter of the net profits thereof.

Quarter of 13 is 3.4 to the baker. On sales of $800 that means $27.20 bonus to the baker, besides his weekly wages. Quarter of 8 is 2 per cent. to the butcher which, on $600 is $12 extra for him. Quarter of 4 is 1 per cent. to the grocer, which, on $1,400 is $14 extra. Total $53.20.

Men who thus work for themselves and whose bonuses depend not on the sales made but on the net earnings realized, can be trusted to work when the chief is away for a while.

I asked him how he provided for a kick from his men on the variation in net earnings. He told me that, first, he treated each confidentially, but that if they got unhappy about any such discrepancy he would have the answer immediately that all they had to do was to increase the business, each in his own department, until the difference should be equalized! See how it works? The boss should worry.

The earnings, gross, this particular week did not equal eight per cent., but only 7.43, omitting a minor fraction. The total earned was $208. Take $53.20 from that and we have $154.80 left. Also the $53.20 is 1.9 per cent. on sales. That leaves 5.53 per cent. on sales for further allotment.

Next step is to give 5 per cent. of the net earnings to the bookkeeper.. That is $7.74, which equals .272 per cent on sales, and leaves $147.06.

The General Manager Well Cared For

Of that remainder, one quarter is now given to the man I shall call general manager, though what my friend says of him is that "he is my right hand man on whom I depend for all kinds of things, such as caring for the business when I am away, looking after all details that require a little thinking, and, generally, having the business in his mind."

Quarter of $147.06 is $36.76. It is 1.315 per cent. on sales. It leaves $110.30, which is 3.943 per cent. on sales. And that is absolutely net to the boss. He draws $50 per week salary and these net earnings show him—even on the basis of this week's business—$5,735.60. His salary and earnings together make him an income altogether of $8,335.60. But the average earnings are better than that, running to 8 per cent., so he makes over $6,500 besides his salary, or over $9,000 altogether.

Note, now, that the almost 4 per cent. net shown above is far and away better than grocers average without any profit-sharing at all. Maybe this in itself is a voucher for the soundness of this man's plans and methods.

It is certain that here we have an example of how men can be got to pull together. That is what counts. Each man in this business has a salary as liberal as he could get elsewhere, for this man knows that he must pay the best wages or his plans would not work out. On top of that each man can look forward to a definite share of the weekly earnings, and how big those will be will depend largely on how he manages his own department. Can you see how each one is watching all the leaks and being

economical? Why, the stuff is, in effect, his own!

The Lesson in Sugar Declines

Much talk has been evoked by the spectacular decline in sugar values, but there is just one lesson to be drawn from the experience. That is the folly of speculation in groceries.

That is the point constantly overlooked by everybody who writes. For if he abuses the retailer, he does so without knowing what retail problems are, while if he takes the retailers' side, he is apt to do more harm than good to the retailer, though he may soften public feeling towards him. Here is a sample from a recent newspaper comment:

"It is the retailer innocent of any intention to profit abnormally, but using his best judgment in stocking up against possibly still higher prices, who is losing most in the turn of the market. Some of them are holding sugar for which they paid 25 cents a pound or more, and which they must offer for 18 or 19 cents or hold indefinitely. The big sugar supply manipulators higher up have pocketed their profits and made a clean getaway. A jobber here or there and some wholesalers (just what is the distinction between a jobber and a wholesaler?) may be adversely affected, but most of the loss has been passed on to the retailers."

There may be some comfort in that sort of thing for some of us, but the fact remains that the man who either. knew enough not to buy more than a current supply of sugar or was fortunately out of stock when the decline came, was the one man who was on a business basis and so did not suffer. That he was few and far between just shows how badly we are all bitten by the virus of speculation.

For upward of two years I have been warning everybody to keep out of goods as much as possible. Not a day in the interval has come that any man with light stocks was not best off and made most money. But most of my warnings —like those of all others—have fallen on deaf ears. Can we learn or can't we?

WHAT IS A FAIR PROFIT?

(Continued from page 27.)

tific business is to make capital small in proportion to sales, and then make that capital move rapidly. The capital may have to be large—for the best business is done with the best facilities, and these cost money—but, consistent with the sales, the capital should be as small as possible.

The profit upon capital as evidenced, say, by dividends is a matter of circumstances. In a growing business with large profits it may be unwise to declare any dividend at all, and wise to put all of the earnings back into future equipment; or it may be good policy to establish reserves against a fall in prices or hard times, and thus by bookkeeping take away any profit on capital. Profit on capital is never to be reckoned as the whole sum left after subtracting outgo from income. This would jeopardize capital for the sake of profit—which is hardly business. Profit is money that can be safely taken out of the busines—it is not a surplus to be gained only by liquidation.

The moment we attempt to limit the amount which may be earned by the capital invested in business we put a premium upon waste and inefficiency and tend to lessen the production of goods.

There are, to be sure, usury laws which say that a man may not lend money for more than a certain per cent. —in the Eastern States usually 6 per cent., and in some of the Western and Southern States as high as 12 per cent. These laws have obtained for many years, but if you will examine economic conditions you will discover that these laws are only declaratory of the common practice in lending long-time money. That is why they are higher in some States than in others. They were passed in the high-limit States at times when money could not have been obtained at a lower figure.

Kansas might well have passed a law declaring that the rate for money loaned on mortgages should not exceed 3 per cent., but then Kansas would not have been able to borrow money to develop her farms. The people with money could have loaned it elsewhere at 3 per cent. with safer collateral. And in spite of all the laws, the man who needs money pays the price that the lender asks up to the point where he knows that he will lose by borrowing—that he will not be able to make money on the money borrowed. Money used in security transactions on the New York Stock Exchange is in a somewhat different position.

The result is the same, whether we try to fix a price or a profit. Taking the fixing of prices, if the constituted authorities fix a price based upon the average cost of production, the consumer will have to pay too much and a premium will be put upon inefficient manufacturing and selling. If the price is fixed on the basis of the most efficient production, those who are least efficient will be forced to go out of business, the market will become short of that particular commodity, and it will not be obtainable at the Government price. That is what always happens when prices are fixed too low.

Suppose a fair and equitable price could be fixed. That price could be maintained on a fair basis only by fixing the price of every factor which entered into the fixed price, and these in their ramifications would include the price of nearly every article used by humanity. That is not all. A necessary corollary to price fixing is the fixing of demand. The next step is rationing, and the next communism. For when you say that an article must be sold at a certain price and ordain that each individual can buy only a certain amount of that article, and by necessity extend that process to all articles, you have communism in fact if not in name, for the State and not the individual will then be controlling consumption, distribution and expenditure.

Profit Fixing and Where It Leads

But if we cannot fix a price, can we not fix a profit?

It is very easy to talk about fixing profits, and, at first glance, it seems quite logical to regulate profits in manufacturing on a basis whereby the money invested in an enterprise can be considered and the profit held down to an agreed percentage. This is the method favored by law-makers chiefly because it is the mode of first impression and requires no knowledge of business for its application.

But fixing profits is infinitely more viciously destructive of economic life than fixing prices. Price fixing leads through the socialistic state into the communistic state. Profit fixing leads to chaos.

It would seem that the experiences during the war should provide a lesson for those who unthinkingly talk of fixing profits. You can fix profits only by a broad extension of the cost-plus system, or by an excess profits tax, or, if you want to make absolutely certain of confusion, you can combine both methods as they were combined during the war. Or there may be some who would also advocate profit regulation on the basis of invested capital.

Take the three methods. The cost-plus system does not lower prices to the community, which is presumably the end sought. On the contrary, it raises these prices because the less efficient the manufacturer the more money he will make. The excess profits tax, by which it was ingenuously thought that a man who made too high a profit would be required to turn the excess back into the coffers of the State, also helps prices to soar, because the man who finds himself making so large a profit as to incur a heavy tax will wastefully increase his cost of doing business. It is not human nature cheerfully to turn over a large part of what one earns to someone else, and extravagance tends always to limit production.

The third method—that by which profits are limited according to capital invested—is again a deterrent to production, penalizing as it does the most vigorous use of capital by encouraging waste of capital. The regulation of prices or profits does not result in lower prices. On the contrary, it restricts production and raises prices.

You cannot animate by law; you can only restrain. And every restraint lessens and limits production.

The only possible method by which lower prices can be achieved is a method which stimulates production—that which gives more to distribute. The more you have to distribute, the lower will be the price. If some form of tax could be devised which would be practically confiscatory to the man who is inefficient in business, then we should stimulate production and thus lower prices. But that is a thought which has not as yet been developed.

CANADIAN GROCER

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DISPLAY OF FOODSTUFFS

WITH this issue of Canadian Grocer, the feature to the trade is the illustrated section, telling about exhibits of foodstuffs, at Canadian National Exhibition at Toronto. The grocer will do well to read them carefully, to learn further of the lines that manufacturers were showing at the Exhibition, and to profit by the advertising and publicity that were given these various foods during the two weeks of the Canadian National Exhibition. The list of exhibitors, as shown in this issue, represents a wide range of articles that the grocer is now or will be handling in the immediate future. The wide awake retailer will endeavor to learn all he can about them, that will help in his selling effort, and with this end in view Canadian Grocer recommends a careful perusal of the section.

GETTING BACK TO NORMAL

ONE of the most encouraging signs that has been seen of late is contained in the replies of 23 manufacturers to a questionnaire recently sent out by the Merchants' Association of New York. These replies show that slowly but steadily the output of labor is reaching a higher percentage of its possible maximum, and that, man for man, the worker is working more steadily, and producing more during his working time, than he has been doing for some time past. If this tendency persists, and a higher plane of efficiency ensues and remains, then a long step has been made towards the reduction in the cost of living. It is a fact that there has been, pretty well throughout the world, a tendency on the part of the average worker to hold back, so as to make the work in hand last as long as possible, and thereby, in his opinion, preserve the era of plentiful employment and high wages. This tendency was perhaps not so much in evidence on this continent as it was in other countries, Great Britain especially suffering from this viewpoint of labor. Over there they had a regular name for it, thus giving it the dignity of a policy. It was known as "ca' canny," which is a Scotch colloquialism for "take it easy," and for which the French use the expression "laissez faire."

Conscientiously carried out, this policy results in bringing the production costs of every article it is applied to up to an ever-increasing figure, a figure which represents far more than the real value of the finished article. Brought to bear over a wide range of articles, it naturally affects the pockets of the men themselves who are responsible for it, and forces them to demand a correspondingly higher rate of pay. So the thing goes on. The surest way to obtain better living conditions and a reasonable wage, which will allow the worker to obtain the comforts of life, is for him to work while he is at it, without skimping and holding anything in reserve. An article produced by maximum efficiency, at lowest cost, will be in greater demand than when the same article is produced at a price which puts it out of the reach of many who would otherwise use it. The workman can receive a higher wage, the manufacturer can realize his profit, and a far larger demand is created. High wages in themselves are not an objectionable feature to any manufacturer. Where he loses money is in training men to supply a constant turnover, and in having machines standing idle or operating at low efficiency through the unwillingness of a man to give his best when he is receiving the wages he has demanded. If this condition is passing away, there is much to hope for. It would seem that the common-sense of the worker was at last asserting itself, to the detriment of those who have so long been trying to lead him along what looked like the flowery paths of ease. This return to a normal viewpoint will be no doubt viewed with alarm by some of these erstwhile friends of the people.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

The Verdun Cash Grocer, 244 Church St., Verdun, has been sold to Ernest Ballie.

Brown and Pugh, grocers, Montreal, have dissolved. W. J. Brown is carrying on the business.

Joseph Montpetit has bought out the grocer business of N. Archambault, 230 Centre St., Montreal.

J. A. Chalifaux, 2910 St. Dominic St., Montreal, has sold out his grocer store and business to O. Ranger.

The grocer business belonging to H. Cousineau, 309 Chambard St., Montreal, has been sold to T. Paquette.

The Dominion Sales Co., of Montreal, has been incorporated with an issued capital of $50,000, paid up to $15,000, and will be known as the Dominion Confectioners, Limited. The directors of the company are G. Stratigos, J. G. Charos and J. P. Charos. The new headquarters of the company will be at 229 Notre Dame St., West, Montreal.

MERCHANTS WILL PROSECUTE FRAUDULENT BANKRUPTS

Montreal, Sept. — The work of the Merchants' Association of Montreal was brought under review in a report submitted by E. E. Wallace, the president, at the annual meeting held here. It was stated that only $800 is required to complete the fund of $10,000 organized by the association for the prosecution of those who fail fraudulently either in Montreal or in Quebec province.

SALMON PACK INCREASES

Ottawa, Sept.—The Fisheries Department has been advised that the pack of salmon on the Fraser River will likely exceed that of 1916, which was the hatching year of this year's run. Up to and including August 6 the pack was approximately 36,000 cases, which was considerably ahead of the 1916 pack at the corresponding date.

RAISIN TRUST PROSECUTED

The Department of Justice made public a bill of complaint filed in United States District Court at Los Angeles, California, seeking an injunction against the California Associated Raisin Company and its officers on the ground that they have "monopolized trade and commerce in raisin grapes and raisins." An injunction was asked, which, if granted, will bring about an open market, causing the cancellation of contracts with jobbers and wholesalers. A hearing of the application for a preliminary injunction was set for Sept. 20.

BUSINESS CHANGES

H. G. Russel, grocer, Hamilton, has sold to F. McCusker.

Guy and Hoffman, grocers, Toronto, have sold to Albert J. Riches.

Thomas Hanken, Toronto, has sold to E. A. McComb.

R. Jones has opened a grocery store at 748 Danforth Ave., Toronto.

W. J. Radburn, grocer, Weston, Ont., has sold to Lee Bros.

Kerr Bros., Fort William, have sold to W. Sutherland.

ONTARIO

Judge A. F. Taylor, of the Sarnia police commission, scores the using of boys to secure or attempt to secure evidence against grocers and butchers in connection with the new early closing by-law. In hearing a case against A. White, a butcher, the judge, during the evidence, learned that the patrolman had sent a newsboy into the butcher shop after hours for meat. According to the butcher's version he made the boy a present of some meat, but did not take any money. Following this action, he was summoned to court by Patrolman Esson. Judgment was reserved.

GLYCERINE INSTEAD OF ALCOHOL IN EXTRACTS

Chicago, Sept. — Members of the American Chemical Society, which is holding its annual meeting here, heard that the "kick" is to be taken from lemon and vanilla extracts. This is sad news for the parched rum hound, who no longer will be able to evade the 18th amendment by mixing a lemon extract cocktail and acquiring a perfumed jag.

Dr. M. De Grote of the University of Pittsburgh, told of the new "kickless" extract in a talk before the society. "By substituting glycerine for alcohol we not only get a better flavoring extract, but a cheaper one," he said. "The high percentage of alcohol in those extracts made them a convenient, but dangerous substitute for whiskey. While some will deplore this discovery, and possibly not approve of the glycerine content, they will have to yield to the advance of chemical science."

WILL NOT INTERFERE WITH SALE OF BEER

That Toronto will not take any notice of the act whereby municipalities can prohibit the sale of light beer in all but standard hotels was the definite announcement of Mayor Church. "We don't intend to pay any attention to it," he said. "Grocery stores and restaurants have as much right to sell to the public as the standard hotels, and the city will not interfere."

United Farmers Co. Sues Wholesale Grocer

Farmers' Co-operative Company Ask for Damages on Alleged Non-fulfillment of Contract

The action between the United Farmers' Co-operative Company, Limited, and Medland Bros., Limited, has been set down for trial. The U. F. C. C. says that in March, 1920, it ordered 13 carloads of Dominion sugar at $16.50 a hundredweight less two per cent. f.o.b. Chatham or Wallaceburg, and that the order was acknowledged by Medland Bros. The sugar, it claims, had to be purchased later in the open market at $21 a hundredweight, and in consequence $17,550 damages are asked. Medland Bros. deny that they ever made any contract or agreement or received any consideration from the U. F. Co-operative Company.

STORM IN NIAGARA DOES MUCH DAMAGE

Niagara Falls, Sept. — The summer of 1920 has been notable for several severe electric storms, but the worst one of the season came last Saturday, leaving devastation and damage in its wake. The storm broke almost without warning and was a combination of torrential rains, hail, wind and lightning. The factory of the Niagara Falls Canning Company, a branch of the Dominion Canning Co., was struck by lightning and unroofed, and the upper story wrecked. Pieces of the roof 12 feet square were carried by the wind many hundreds of feet. The property damage alone will amount to $20,000. Added to that is the damage to thousands of cans, full and empty.

GRAPE GROWERS FORM A CO-OPERATIVE CO.

Hamilton, Sept. — The Ontario Grape Growers' Association, a co-operative company, has been formed by the growers, and E. J. Montgomery, of Beamsville, has been appointed manager.

Until to-day it was feared that much of the crop from the 4,500 acres of grapes in the Niagara district would be lost through lack of baskets. The company claims that it has overcome this difficulty, and is now assured of a supply of baskets. The crop is a record one, especially in the point of quality, and the bulk of it has been sold to U.S. buyers at $110 a ton.

Although the growers have solved the basket problem for grapes, their action came too late to save plums, many of which rotted on the trees for lack of baskets. One grower alone lost 30,000 baskets of plums from that cause.

NEWS FROM WESTERN CANADA

WESTERN

Howard Hay has opened a grocery store at Yellow Grass, Sask.

D. Mahoney, Saskatoon, has purchased the grocery and butcher business of Pike and Son.

C. B. Hutton, grocer, of McKay Station, B.C., lost his truck and garage by fire. There was no insurance.

T. Edward Clark is the trustee of the Western Grocery Co., of Victoria, and creditors' meeting has been duly held.

From Port Haney comes news that the Haney Meat Market has dissolved partnership. Geo. W. Highmoor is now sole proprietor.

The staff picnic of Malpass & Wilson, of Nanaimo was held on Mr. Malpass Senior's farm up Nanaimo river, and was a big success.

A partnership has been registered in connection with the White Grocery & Meat Market, Geo. E. Putnam, W. W. Sult, North Vancouver.

R. P. King, of the King-Beach Mfg. Co., Ltd., Mission City, B.C., was a visitor in Winnipeg this week and called on the Canadian representatives, Mason & Hickey.

J. Witcomb, of the Corn Broom Company, of Vancouver, B.C., was in Winnipeg this week on an extended business trip, and while in town called on their western representatives, Mason & Hickey.

There are several grocery stores in Vancouver that have recently taken in with them a retail butcher. It has got to be acknowledged, too, that in every case the advent of the butcher has made a cleaner and neater looking store. This is a matter of frequent comment.

James Coombes has bought out T. Parke, in the Broadway grocery, Vancouver. Mr. Parke is one of the oldest grocers in the Fairview district, and it is said this will be the first holiday he has taken in fifteen years.

The Wetaskiwin meat market and the Wetaskiwin grocery, Wetaskiwin, Alta., has discontinued business. The stock of groceries was taken over by Mr. Taylor, of Spruce Grove, Alta.

The Vancouver travellers have had the Saturday closing day of the Annual Vancouver Exhibition set aside for them. They are having as their guests all the children from the orphanages, and other childrens' asylums, and also disabled veterans from the military hospitals.

A "Kangaroo Court" was a feature session of some of the prairie exhibitions and was very amusing. Of course there were "sore-heads" among those arrested, but that must have been before crop returns were in.

So, unless a friend at court is found a fine of 50 cents or a dollar toward the expenses is apt to be levied.

Winnipeg Manager of W. G. Patrick & Co.

William Murray has been appointed manager of the Winnipeg branch of the W. G. Patrick Co., Ltd., with supervision

of the territory from the head of the lakes to Victoria, B.C. Mr. Murray has been with the firm for the last ten years. The first two years he was connected with the Toronto office, after which he came West as assistant manager to R. C. Blackburn, who unfortunately has had to return East owing to ill-health.

Potatoes Decline 50 Cents Per Bus. in Saskatoon

Saskatoon, Sept. 12.—A slump of 50 cents a bushel has been registered in the price of potatoes at the city market. The best grades were being bought by dealers from farmers for $1.25 per bushel, as compared with $1.75 of a few days ago.

Increasing supply from outside points where people have them to sell and the fact that city residents are commencing to dig their own vacant plots thus cutting down on the demand, is given as the reason for the drop.

E. J. Johnston, of the Oceanic Oyster Company, has returned from a business trip to the United States in connection with the oyster business. Reports from the oyster districts are that the season will be a good one, but conditions are somewhat hampering the business on account of labour and high rates of exchange.

New Co-operative Store is Opened in Vancouver

A new co-operative store has been opened in Vancouver at 152 Hastings West, under the title, Veteran and Civilian Co-operative Association, of Vancouver, Ltd. Owing to the B. C. Co-operative Association Act, 1911, and amending acts, the society will proceed along the lines of all other B.C. co-operative lines laid down for any society using the word "co-operation" by the act—as to distribution of profits, etc.

Cash bonuses are returned to patrons according to their purchases, states the circular. Mr. Jones owns one share of stock at $20.00 fully paid. This stock at 7 per cent. (current rate of interest) gives $1.40 a year. His trade with the society was, say, $600.00 for the year. After deducting other funds regularly set aside by co-operative societies as above, the surplus savings amount to, say, 10 per cent. of the merchandise sold.

The members of the society having agreed that the surplus saving shall be distributed on the basis of 10 per cent. of their patronage, Mr. Jones receives a cash bonus of 10 per cent. of $600.00, namely, $60.00, and that, in addition to the $1.40 interest on his share of stock.

This extract from the prospectus will be interesting to the grocer closely in touch with cost of doing business, and net profits possible.

RICHARDSON, GREEN, LTD., NOW IN NEW QUARTERS

Richardson, Green, Ltd., have moved their head office in Winnipeg from temporary Princess Street, to permament quarters on the third floor of the Wood building, corner of Market and Louise. The third floor of this building is being occupied by the head office, storage space being adajacent in the rear of the offices.

The personnel of the firm has been changed by the addition of C. L. Comings, who takes over the office of secretary-treasurer of the organization. Mr. Comings has just returned from a year's absence in California, where he was acting as sales manager of White Bros. & Crown Co. of San Francisco, fruit and vegetable shippers. He was for two years manager of the Rogers Fruit Co., Ltd., of Winnipeg, and for ten years prior, manager of the Pioneer Fruit Co., Ltd., at Brandon, Man.

Pure Food Building is Now Likely

Present Indications at Close of Canadian National Exhibition Are That Exclusive Building for Display of Foodstuffs is Most Probable

THERE appears to be every indication at the close of the 1920 Canadian National Exhibition, that a building for the sole purpose of exhibiting foodstuffs will be under way before the time rolls round for another Exhibition. Two meetings were recently held by representative manufacturers of foodstuffs and the matter was thoroughly discussed. The likelihood of the proposition being pursued to a definite conclusion seems now assured. The Food Products' Association that has been formed is enthusiastic over the prospect of having a building of its own and is leaving no stone unturned to see their plans carried out. H. N. Cowan, of the Cowan Co., Ltd., Toronto, is the chairman of the new organization and associated with him are men keenly interested in the manufacture of foodstuffs, who are anxious to see increased facilities for the display of their various lines at the Canadian National Exhibition.

As referred to in last week's issue of Canadian Grocer, W. G. Irving, vice-president of the Exhibition, stated in answer to a query, that the charge to the exhibitors would be based on interest, sinking fund and maintenance, and that the Exhibition directors considered the Transportation Building the best laid out on the grounds. It contains about 30,000 square feet of exhibition space and 10,645 square feet of aisle space. The Transportation Building, when erected ten or twelve years ago, cost $95,760. He calculated that a similar structure to-day would cost in the neighborhood of $150,000 and in order that it be self-supporting it would mean a rental to exhibitors of 50c per sq. foot more or less. A guarantee would have to be made by the Food Products' Association to take space for a term of years and if sixty per cent. of the space is guaranteed by the Association, the Exhibition could go ahead and erect the building. The present Manufacturers' Building contains 41,000 square feet of exhibit space. The class of firms in the new building will be chiefly, if not altogether, food manufacturers. Nothing definite has been considered in regard to the location of the new building. In answer to another question, it was stated that each individual exhibitor will have to erect his oyn booth.

Crowds watching the motor boat races at the Canadian National Exhibition.

The model kitchen in the Manufacturers' Building—where Swift's new brand of Nut Margarine and Swift's Oleomargarine were demonstrated. The merits of Cotosuet as a shortening were also shown.

Swift Canadian Co., Ltd., Attractive Displays

WITH their usual endeavor to show something novel in the way of an attractive display at the Canadian National Exhibition, the Swift Canadian Company have again this year excelled all predecessors. Many were the interested and admiring spectators who viewed this wonderful display in the Dairy Building during the two weeks of the Exhibition. Representing the refrigerator cars that the Swift Canadian Company use in sending their fresh meats all over the country, one section of the exhibit showed a constantly moving freight train. The interior of a modern refrigerator car, such as used by this company, occupied the centre of the display. Hung with porkers, as well as sides of beef, it gave to the public a clear and definite idea of the care that is taken by this packing concern in sending its fresh meats to all the principal towns and cities throughout Canada. Cleanliness and sanitation to the highest degree are first in importance and these Government inspected meats reach the dealer unsurpassed in any way. It was an interesting as well as novel display and had considerable of educational value for the average person, particularly for the dealer who is selling these meats from day to day.

In another section of the exhibit the company attracted the people with its daily contest, estimating the weight in ounces of a Swift Premium ham. The idea was to impress the public with the economic benefit to be derived from buying the ham whole, rather than a piece at a time. The ham was cut up in three portions and cards on each receptacle containing the three parts of the ham advised as follows:—"Bake the butt'—"Boil or fry the centre slices" —"Boil the shank." Thousands of people daily put in their estimate each day and the winner of the ham was announced each night.

This is an incentive for the dealers throughout the country to push the sale of hams whole and to impress upon their customers the economic value of so doing. The injunction of the company in this display shows just what can be done in utilizing the whole ham.

Swift's Brookfield sausages were well to the front in the exhibit and the neat, attractive way in which they are done up was the subject of much favorable comment. Swift's fancy and miscellaneous meats drew much attention and recipe booklets on the preparation of such products as calf livers, ox tails, kidneys and sweet-breads were given to all visitors. A splendid display of butter and eggs, cheese and poultry also figured prominently in the display, impressing all with the high standard of Swift Canadian products.

The Swift Canadian Company was also represented in the Manufacturers' Building at the Canadian National Exhibition, where Swift's Premium Oleomargarine, and Swift's Cotosuet Shortening, as well as a new brand of nut margarine called "Gem Nut" was shown. The growing popularity of nut margarines is something that this enterprising company has witnessed, with the result that among the other high-class lines manufactured by them they are now making a new nut margarine, and calling the same Gem Nut. It is made of nut oils—cocoanut oil, from 60 to 70 per cent., and peanut oil, churned in milk. It is the first and only nut margarine made in Canada, and has already won a high place in the estimation of Canadian housewives. It promises to be a popular seller and in view of the high prices that are asked for butter, it at once recommends itself to the public. It is nutritious as well as pleasing to the taste, and a trial is bound to mean repeat orders.

A novel display showing the manner in which the Swift Can adian Co. ship their fresh meats to all parts of Canada.

The attractive display of the Swift Canadian Company in the Dairy Building drew much attention to the well-known "Premium" products.

Where Dominion chocolates were shown to thousands at the Canadian National Exhibition.

Dominion Chocolate Exhibits Attractive

THE attractive exhibits of the Dominion Chocolate Company, Limited, successors of the Hooton Chocolate Company, Ltd., located in their usual stand in the Manufacturers' Building, also under the Grand Stand at the Canadian National Exhibition proved to be a centre of interest to the thousands of visitors who were attracted to the tastefully arranged display of chocolate tulip buds and chocolate bars of various sizes. All were anxious to taste the delectable chocolate and were firmly convinced that it was the finest they ever tasted. No better evidence of the popularity of Hooton's Solid Chocolate confections could be imagined than the fact that many thousands of dollars' worth were taken away by the people—after being duly paid for. Hooton's chocolate has a smooth, appetizing flavor that pleases the most discriminating taste, and the nut bars are chuck full of fresh nuts.

That Hooton's chocolate has become one of the most popular on the market is evidenced by the large number of grocers and confectioners who daily visited the booth. Many of them expressed their appreciation of the company's products, and the way in which they are co-operating with the retailer in building sales. Indeed, from the expressions of opinion heard about the booth, there could be no doubt of the very strong hold the various products of the company are obtaining over the buying public. So strong is this feeling becoming that the merchant may well pin his faith to these quality products.

The Dominion Chocolate Company's slogan is quality, service and business courtesy—a slogan which is practised as well as preached.

While the delightful qualities of Hooton's solid chocolate confections stand out pre-eminently, the company has not failed to lay stress on the importance of their products as a food, and as such they have a universal appeal. Unquestionably the two weeks' exhibit will be a large factor in still further stimulating the sale of Hooton's chocolates.

The Dominion Chocolate Co., Ltd., is composed of representative Canadian business people who have taken over all the formulas of the Hooton Chocolate Company which, as you may know, was largely financed by American capital. Consequently the Dominion Chocolate Co., Limited, is a genuine Canadian Company whose products are a real credit to the Canadian trade.

Domestic Shortening, one of the popular H.A. lines, was demonstrated successfully to thousands of women at the Canadian National Exhibition.

H.A. Brand products' exhibit in the Dairy Building. The pasture scene was a distinctive attraction. Thousands of visitors entered the guessing contest of the weight of the prize heifer.

Thousands of people partook of tea at the Red Rose quarters in the Women's Building, after viewing the display in the Manufacturers' Building.

Where "Good Tea" Was Exhibited

THOUSANDS of cups of Red Rose Tea were served to visitors during the two weeks of the Canadian National Exhibition. The main booth of the T. H. Estabrooks Company was located in a central position in the Manufacturers' Building. As the Exhibition authorities had ruled that no beverages were to be served in the main building, a supplementary booth was maintained in the Arcade leading to the Women's Building. Here a staff of girls, under the experienced supervision of Mr. F. Leech, of the Red Rose staff, were stationed to serve tea at ten cents per cup. Red Rose Orange Pekoe Tea was used exclusively for this year's demonstration.

The feature of the booth, however, was the coupon handed to each purchaser of a cup of tea. This coupon entitled the holder to a credit of ten cents on a package of Red Rose Orange Pekoe Tea when presented at any grocery store, being redeemable by the T. H. Estabrooks Company either at their office or through the travelers.

Retail grocers all over the country will be having Red Rose Tea coupons handed in to them shortly, and a great deal of very helpful advertising and sales promotion work has undoubtedly been accomplished in this way. You will find a few packages displayed on the counter will be a big help in boosting your sales of this line.

The Chris. Hansen junket tablets and junket powder were popular at the Canadian National Exhibition—two exhibits were shown, one in the Manufacturers' Building and the other under the Grand Stand.

Junket Powder Makes Delicious Ice Cream

"HAVE you tasted the delicious ice cream made from Junket Powder?" one woman was heard to remark to a friend, in the Manufacturers' Building at the Canadian National Exhibition. When invited to do so by one of the ladies in the booth, great praise was heard. "I didn't know Junket could be used for ice cream," the lady replied, and forthwith she was handed one of the little recipe books telling all about Junket.

Grocers will find it profitable to push Junket either in the tablets or in powder. The retailer can recommend it because of its nourishing qualities, ideal for the sick and used extensively in hospitals, not only for its economic value, but because it can be quickly prepared.

From an economic standpoint in these days of high costs, apart altogether from the fact that it is a delicious as well as a most nourishing dessert, grocers can "push" the sale of Junket in their stores. The exhibits in the Manufacturing Building, and under the grandstand at the Canadian National Exhibition, convinced many hundreds of people of the appetizing desserts that can be made both from Junket Tablets and Junket Powder.

Junket Tablets—ten in a package—each one representing a quart of dessert, recommends itself as an easily prepared dish at any meal. In a dry place the tablets will keep indefinitely. To the tablets, flavoring and sweetening have to be added. On the other hand Junket Powder contains all the ingredients for a dessert. It is already flavored and sweetened, and it is only necessary to add one pint of luke-warm milk. No cooking is necessary, and it takes only ten minutes to set. It is put up in four flavors, Raspberry, Vanilla, Chocolate and Lemon.

Junket is now manufactured in Canada, at the Chr. Hansen Laboratory, Toronto. This concern also makes food coloring, used extensively for ice cream, junket, candy, etc., put up in four colors, Red, Yellow, Gold and Green. These colors are absolutely pure and harmless, and may be used in any quantity in perfect safety. Buttermilk Tablets, and Butter Color for butter or butter substitutes, made from vegetable color, are also manufactured by The Chr. Hansen Co. These were all shown at the Exhibition.

Loggie, Sons & Co., 32 Front St. West, Toronto, are the Canadian selling agents for the Chr. Hansen products.

The showing of Wagstaffe's Jams was again an attractive display in the Manufacturers' Building at the Canadian National Exhibition.

Wagstaffe's Jams an Economic Value

WAGSTAFFE'S LTD., manufacturers of jams, marmalade, and candied peels, Hamilton, Ontario, were again represented in an attractive exhibit at the Canadian National Exhibition. The tins, with the newly designed labels in bright colors of red and green, formed the walls of the booth, and many were the remarks of commendation made in regard to the new labels that have just been issued for the Wagstaffe containers. Two handsome silent salesmen stood out to the front, and an attendant dispensed to the crowds that gathered at the booth samples of the delectable jams and marmalade that are made by this firm.

"I don't know why any woman would concern herself with the worry of putting down fruit in these days, when she can buy jam like that," remarked one woman to a friend, as she tasted some of the raspberry jam, spread on a dainty biscuit. "With the high cost of sugar, it isn't worth while," she added, "and I do think that it is just as economical to buy jam already prepared. Wagstaffe's jams are just like the English article," she continued to her friend. "You can absolutely rely on them, as to purity, and genuine wholesomeness."

Wagstaffe's jams are manufactured from fresh fruits and pure cane sugar. They are made under ideal conditions, and represent the last word in a high-class foodstuff. Grocers all over the country are going to be asked for Wagstaffe's jams and marmalade, in the coming months, and a stock on hand is advisable. The retailer can get behind Wagstaffe goods, with the utmost confidence in recommending them to his trade, and with a good profit to himself.

The candied peels, put up by Wagstaffe in the fancy one-pound boxes made a ready appeal to visiting grocers at the Exhibition, as a good line to handle for the coming holiday trade. The best imported peels in orange, lemon, and citron, are candied in the factory at Hamilton. Packed in these dainty boxes tied with red ribbon, they were an attractive feature in the exhibit. They promise to be big sellers during the Christmas season. It is up to the dealer to get after them, and place his orders early. He can sell them, and with a good margin of profit. The peels in caps, too, are also put up in twelve pound cartons, and should recommend themselves to the trade as an ideal way to make purchases.

It was here that Borden's Condensed and Evaporated Milks were exhibited and where hundreds of mothers brought their babies to be weighed.

Borden's—the Centre of Interest

WHEN the Borden Company do a thing—they do it big.

That's the spirit behind all Borden advertising.

The constant stream of humanity thronging the aisles of the Manufacturers' Building at the Canadian National Exhibition was held back for many hours each day in front of both Borden's Baby Welfare Booth and Borden's Reindeer Coffee Booth. When such crowds are catered to it is safe to conclude that either something very interesting is being shown, or something given away. In this case both were true.

The solution to all-weather milk problems in Borden's St. Charles Milk was effectively demonstrated. The practical application of Borden's St. Charles Milk to every day kitchen problems was convincingly proved, and the number of mothers with their babies in their arms who called to consult the Borden Baby Specialist—Dr. Kirk—clearly proved the confidence of the public in Borden Eagle Brand Condensed Milk, also the service which the Borden Company supplies gratis. Over 100 babies were weighed each day of the Exhibition on the special Borden Baby Scale.

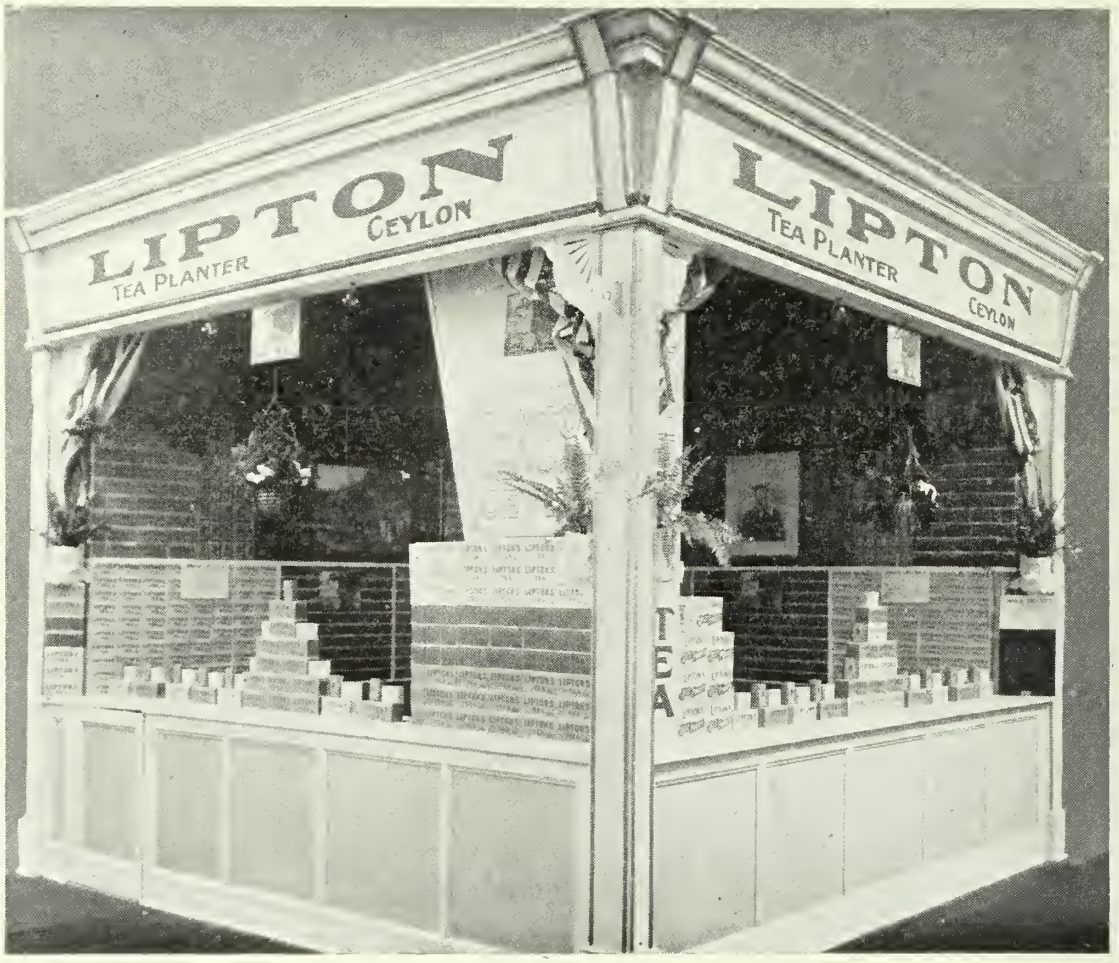
It was also shown how Borden's Eagle Brand Condensed Milk is economical and serviceable in every kitchen, which fact was forcibly brought home to every woman there.

While watching these interesting demonstrations at the Reindeer Coffee Booth many thousands of women, and men, too, had the opportunity of tasting the delicious flavor of Borden's Reindeer Coffee and Reindeer Cocoa, and were agreeably surprised to know that such splendid coffee and cocoa could be prepared simply by adding a teaspoonful of either product to a cupful of boiling water. Women particularly are going to keep faith with themselves and try Borden's Reindeer Coffee and Borden's Reindeer Cocoa, Eagle Brand Condensed Milk and St. Charles Milk.

Visitors who attended the Borden Booths were given specially constructed bags with the Borden name printed on them, a silent appeal to many tending towards increased popularity of the Borden Products. From all this publicity many dealers will increase their business. Will you be one of them?

The grocer should remember that thousands of women only need the slightest suggestion to recall their memory to Borden's Milk Products, and their resolution to have them in their own kitchen. A Borden window will prove how many women in your town witnessed these demonstrations. Just a word to each customer about the Borden exhibits at the Toronto Exhibition will be sufficient.

The Borden Company Limited, at 180 St. Paul Street West, Montreal, will be glad to send gratis to dealers window and store display material on application.



A view of the Lipton booth that was more popular than ever this year on account of Sir Thomas Lipton's visit to the Canadian National Exhibition.

Lipton's Booth as Popular as Ever

LIPTON'S teas, coffees and cocoa were again as popular as ever at the Canadian National Exhibition this year. The presence of Sir Thomas Lipton, the head of the company, during the first days of the exhibition, added to the popularity of the Lipton booth, and the gallant showing of the veteran sailor in his recent endeavor to lift the cup from America made his attendance all the more popular with the throngs that visited the Exhibition. Lipton's teas were a feature of the exhibit and were prominently displayed.

Tea drinkers all over the world have long since discovered something of the merits of Lipton's teas. Direct from the tea garden to the teapot, they represent a uniform blend, a standard of excellence that is hard to beat. Thomas J. Lipton is the only tea man who grows his own teas on his own plantations. He blends and packs his teas in such a manner as to guarantee the highest quality obtainable, and because he grows and blends the teas he sells, he is able to dispose of them at the very lowest cost. The Thomas J. Lipton tea and cocoa estates in Ceylon are among the finest in the world, and include thousands of acres. These teas are splendidly packed in cardboard containers, a fact that is appreciated by the retail trade, and which greatly facilitates handling.

Lipton's coffees are everywhere in demand, and grocers who are not already stocking them will do well to do so, as for a really delicious drink Lipton's coffee is unbeatable. The grocer who is pushing this brand is not only recommending a coffee of a high-grade quality but also a coffee that nets him a very good profit. There are two blends of Lipton's coffee and they are put up in airtight tins.

Lipton's cocoa also made new friends at the Canadian National Exhibition. Lipton's instant cocoa is well known for its purity and its economical value. It is also quickly prepared, a fact rendering its trade name most applicable.

Thousands of people were invited to partake of "Old City Pure Jams" at the exhibit in the Manufacturers' Building of the Canadian National Exhibition.

OLD CITY JAMS

"THAT is the finest raspberry jam I ever tasted," was an expression frequently heard around the exhibit of Old City jams in the Manufacturers' Annex at the Canadian National Exhibition. Old City raspberry jam is made from the wild raspberries grown on the banks of the St. Lawrence River, and has a flavor that is unlike that of any other brand—a flavor that brings customers back for more.

Other varieties of Old City jams are just as rich and delicious as evidenced by the murmurs of delight from the people who daily thronged around the exhibit, and the hundreds of orders that were received.

The exhibit was tastefully arranged and was easily the centre of attraction. Huge pyramids of jams in clear glass jars completely encircled the rear of the booth. These jars were of various sizes, from the individual up to the four pound size. The two and four pound jars are new packages for jam, containing two and four ounces more respectively than the number two and four tins. They are splendid packages and are sure to have a ready sale.

E. B. Nettelfield & Co., Toronto, are the general sales agents for Old City jams and will gladly send price list and display cards to any merchant who applies.

RED CROSS PICKLES

A NEW idea in the packing of pickles was demonstrated at the exhibit of Red Cross pickles, manufactured by Reynolds, Moore & Bentz, Winnipeg, Man. Red Cross pickles are now packed in sanitary cans which, being gold lacquered on the inside, makes them a perfect food container and are in every respect equal to the glass containers. In these sanitary cans the goodness and flavor of Red Cross pickles is fully retained besides the keeping qualities of the new lacquered cans, even after the can is opened, are quite equal to the glass container.

Another point is that the cost to the consumer is about 35 per cent. less than the same amount in a glass container, a selling feature that is well worth considering when backed up with Red Cross quality. There are four varieties of Red Cross pickles packed in cans. Sweet mixed, sour mixed, sweet mustard and chow.

The exhibit was in charge of E. B. Nettelfield & Co., 50 Front Street East, Toronto, who are the general sales agents for Red Cross pickles. Judging by the many comments on the fine quality of the goods and the large number of orders that were received, to be later delivered by the customer's grocer, the popularity of Red Cross pickles in cans is assured. The grocer would do well to have sufficient stock on hand to meet the demand that is sure to follow the exhibit at the Canadian National Exhibition.

The display of Red Cross Pickles was an attractive exhibit in the Manufacturers' Building at the Canadian National Exhibition.

"Easifirst" was again popular with the women at the Exhibition. Many placed orders for the same, after viewing the demonstrations.

Gunns "Easifirst" Wins Fresh Laurels

ANOTHER attractive exhibit of the products of Gunns, Limited, was in the Manufacturers' Building at the Canadian National Exhibition. This exhibit was devoted wholly to the demonstration of "Easifirst," the popular shortening produced by this firm. Judging by the interest that the thousands of visitors who daily passed through the Manufacturers' Building manifested in "Easifirst," its popularity is increasing by leaps and bounds. That it is easily the most favored of all shortening products was evidenced by the number of visitors who stated to the ladies in charge of the booth that they were using "Easifirst" with the best results possible.

Words of commendation and praise were heard on all sides on the delicious flavor of the flaky pie crust, the scrumptious fried cakes, layer and other cakes that were made in full view of the visitors with no other shortening than "Easifirst." The demonstrators explained that "Easifirst" was more economical than either butter or lard, that three-quarters of a pound of Easifirst was equal to a pound of butter or lard, and gaving the baking a more tasty, appetizing flavor.

One point brought out, which was greatly appreciated by the visitors to the booth, was the fact that Easifirst made the finest quality of fruit cake, many people apparently being under the impression that fruit cake must have butter. This is not the case. Fruit cake made with Easifirst has a better flavor, and here is an important point—it will retain its moisture for a longer period and will not turn rancid in the cake, such being the case when butter is used.

The amount of business transacted at the booth this year far overtopped that of other years. The orders received this year run into large figures, again emphasizing the phenomenal demand from the consuming public for Easifirst. Many of these orders were for the twenty pound pails and many others for ten pounds. It might be of interest to note that few orders were received for less than five pounds. The greater demand for the larger sized packages is sufficient guarantee of the reliability of Easifirst.

These orders as in the past will be delivered by the customers' own grocers, and merchants will therefore do well to have ample stocks of Easifirst to meet the demand that is sure to follow this year's demonstration at the Toronto Exhibition.

The Gunns, Ltd., booth in the Dairy Building at the Canaditn National Exhibition—a display that won great favor with the crowds.

"Gunns Good Food" a Fine Display

"GUNNS Good Food" was a sign that greeted the eye from one corner of the dairy building at the Canadian National Exhibition occupied by Gunns Limited, and commanded inspection of an exceptionally fine display of prime sides of beef, poultry, cooked meats, and other products of this firm. The rear walls of the exhibit were composed entirely of heavy sides of beef, bred and fed on a Western Ontario farm. This beef on display is just a sample of the splendid and high grade cuts obtainable from this firm, and represents the highest point of perfection. The assortment in their coolers will satisfy every branch of the trade, and here the retailer is assured of good service with the quality of goods he requires.

Tempting displays of cooked meats, dressed poultry, butter, eggs, cheese, mincemeat and other products were tastefully arranged. Maple Leaf Brand Ham and Bacon came in for special notice and the "Gunnsback" did not fail to draw very favorable comments. Of the cooked meats probably the Maple Leaf Brand Sandwich Boiled Ham received the most attention. This ham is pressed in square shape which evenly distributes the fat and ensures the retailer a minimum of waste. Jellied tongues and pressed meats also made a tempting and appetizing display.

Gunns Mincemeat was displayed in glass jars so arranged as to attract special attention, and many were the remarks of favorable comment that were heard on every side. Mincemeat is an article that many retail merchants are of the opinion can only be sold in the winter months, particularly around the Christmas season. The quality of Gunns Mincemeat is superb, manufactured as it is from the very choicest of Grecian currants, plump raisins, candied peels and other good things, delicately flavored with the spiciest of East India sweet spices, and has won an enviable place in the hearts of Canadian housewives as an all year round dessert. Grocers and other retail merchants who are selling this line throughout the year are building up a profitable business twelve months in the year.

Blue and yellow was the color scheme of decoration adopted throughout the display and was the subject of unstinted praise. Gunns Limited are carrying out this combination of colors on all their packages and labels. It is a color scheme that is striking yet dignified; one that appeals to merchants who take a pride in their window and interior displays.

This display of beef in the Wm. Davies' exhibit at the Canadian National Exhibition was bought by B. Slattery, of Ottawa, who operates a chain of provision stores and caters to the best trade in the capital city.

Wm. Davies' Exhibit Attracts Thousands

THE exhibit of packing house products shown by The William Davies Company, Limited, in their refrigerated showcase in the "Dairy and Inspected Meats" Building at the Canadian National Exhibition is always characterized by a freshness and attractiveness which appeal very forcibly both to the dealer and the consumer. This year's display was no exception to the rule, and drew forth expressions of admniration from visitors, many thousands of whom thronged the building during the two weeks of the exhibition.

Every line carried by the firm was arranged to the best advantage, the display of dressed carcass beef which formed the background of the exhibit being particularly worthy of comment. In a tasteful setting of flowers was arranged a series of white-clothed tables, each table featuring some particular line, such as smoked meats, cooked and jellied meats, pure lard, "Peerless" Shortening and choice dairy produce. These products were most effectively grouped, and impressed the visitor with the exceptionally high quality of the company's lines. Tempting pies and pastries made with Davies' Pure Lard and Davies' "Peerless" Shortening, gave practical proof, if such were necessary, of the splendid results obtainable from the use of these products. A novel feature of the exhibit was an immense pyramid of Davies' Pure Lard, of which visitors were invited to estimate the weight, special prizes being offered to those who could estimate most correctly. This contest met with great success and drew large crowds to the company's exhibit.

In the Manufacturers' Building The William Davies Co. also had an attractive exhibit in the shape of a model store front, two special showcases being devoted to the display of wrapped meats, pure lard, "Peerless" Shortening, canned meats and pickles. A demonstrator at this booth invited visitors to taste dainty samples of Davies' Pork and Beans, served hot, and needless to say the response was continuous. Many dealers and visitors to the booth expressed themselves as highly pleased with this popular line, and there is no doubt the firm will find such a demonstration productive of excellent results in acquainting both the trade and the public with so attractive a product, for which there is always a growing demand. The entire exhibit could not fail to impress the visiting merchant favorably, and at the same time afford him a host of practical ideas for the display of goods in his own store windows in such a way as to invite sales and bring new custom.

WESTERN CANADA FLOUR MILLS CO., LIMITED. Head Office Toronto
USE PURITY FLOUR FOR
ALL YOUR BAKING
MILLS AT WINNIPEG, GODERICH, CALGARY, EDMONTON, VICTORIA,
BRANCHES COAST TO COAST AND BRANDON
USE PURITY OATS
USE PURITY OATS THE EMPIRE'S BREAKFAST
USE PURITY FLOUR ALWAYS DEPENDABLE
USE PURITY OATS FOR BETTER PORRIDGE
USE PURITY FLOUR

The Purity Flour booth, where the merits of Purity Flour and Purity Oats were tellingly demonstrated.

An Interesting Display of Purity Flour

THIS is an especially interesting display in blue, with white trimmings and special lighting effects and was located in the main aisle of the Manufacturers' Building.

The central part of the booth illustrates the wonderful progress in flour milling from Ancient Egyptian times round 4,800 B.C., pictured on a mysterious miniature stage showing the woman of early Egypt laboriously producing flour with the ancient Saddle Stones. Progress in milling to 500 B.C. is shown on the same stage in a scene of early Roman Milling in which the donkey-driven quern is shown producing flour.

The Purity Maid directs attention to the great progress in Flour Milling as exemplified in the handsome reproduction of several of the company's massive modern mills, with a total daily capacity of 10,000 barrels of flour. The deep blue of the booth lends itself to the display of the company's extensive advertising signs and hangers of all kinds.

One of the most interesting features to the ladies is the fine display of home baking, which includes the work of several of this year's prize winners in the baking competitions of the Exhibition. A very handsome and useful little collection of recipes for special holidays and occasions is distributed to all visitors and altogether the booth is well worth a visit from those interested in food products of the highest quality.

Purity Flour customers from all over Canada are making the booth their headquarters and are welcomed by the company's many salesmen who report at the booth at regular intervals to entertain their customers for PURITY FLOUR and PURITY OATS.

The attractive arrangement of maple products at Small's, Ltd., booth in the Manufacturers' Building.

Small's Maple Products are Popular

ONE of the most attractive exhibits at the Canadian National Exhibition, and one that left a pleasing impression on the many thousands of visitors, was the display of Small's Maple Products in the Manufacturers Annex under the Grand Stand. This display was especially noted for its immaculately clean and artistic arrangement. Rich maple syrup in bottles of various sizes was temptingly displayed. Small's Standard Pure Maple Syrup is made from the purest of sap, gathered from the maple trees in the forests of Quebec, which are known the world over as producing the finest flavored syrup on the North American continent. Creamy maple sugar in cakes and bricks, also maple fudges were displayed in such tempting manner, that brought many an exclamation of delight from the visitors who thronged the building from morning till night.

Three young women clad in white were kept busy demonstrating the merits of Small's Forest Cream Butters with tasting samples and many hundreds of requests to purchase were received. All Small's Butters are processed from the original exclusive formulas and have a texture as smooth as dairy butter and will not harden or grain. They are made in four flavors and colors, maple, chocolate, honey and cocoanut and make a splendid icing for cakes and a delightful spread for bread: put up in tins from one pound in weight, which is the popular household size, to the larger sizes up to thirty pounds for bakers' use and also for selling in bulk by the retail trade.

Another product of the company that brought favorable comments was the appetizing display of clover honey in glass jars that flanked the artistic piles of maple products.

These are but a few of the dainties in display, which include Pure Cane Molasses and other exclusive bakers' supplements.

All the products on exhibit bear that highest of trade marks—Made in Canada. The purity and merits are amply vouched in the framed diplomas which adorn the walls of the display and which were awarded at Osaka, Japan, Paris, France, and other national exhibitions.

George Small, one of the directors of the company, has been connected with the production of Maple Products for a good many years and knows the requirements of the Canadian people. The exhibit was in charge of H. Harris, Ontario Representative.

Thousands of packets of Aromints were sold from the booth of "Aromints" at the Canadian National Exhibition. A new cough candy was also shown.

Sales of Aromints Again a Record

THE favorite after dinner tidbit—Aromints—was again shown at the Canadian National Exhibition this year. Sales made from the booth under the Grand Stand showed that this popular confection had not lost any of its widespread popularity.

A new product—a cough candy—manufactured by the Aromint Company, and done up in small packets similar to the mints, was shown for the first time. Like Aromints the new candy is a high-class product, and since coming on the market has made a name for itself. It promises in fact to be one of the largest sellers of the year and grocers who have been profiting by the sales of Aromints would do well to stock the new cough candy. For the fall and winter months with the prevalence of coughs and colds due to the changeable weather, the new cough tablets are going to be constantly in demand. They ease the tickling in the throat and soothe the irritation that makes sleepless nights.

Now is the time to display this new cough lozenge. It will pay the grocer to keep it constantly before his customers in the months to come.

Aromints—the real after dinner mint—can be made a big seller the year round. They come in five popular flavors, Cinnamon, Peppermint, Cloves, Licorice and Wintergreen. Both Aromints and the cough tablets are Canadian made products. They are manufactured at 107-109 Duke Street, Toronto, and can be had through your Jobber. All orders from Jobbers will be filled promptly, by the Canadian distributing agency, Oliver-Lee, Limited, 95-97 King Street East, Toronto.

The booth of the Teco Company, where Teco pancake flour was demonstrated to thousands at the Canadian National Exhibition.

T-E-C-O Pancake Flour Attracts

TECO pancakes are made from TECO flour and cold water. TECO pancake flour is self-rising. Just add cold water to TECO flour and bake. Always ready. The buttermilk does it. It is in the flour.

Your customers will soon discover that there is a vast difference in pancake flours. True, pancake flours are nearly all made from the same cereals, but TECO has one unique ingredient of its own, quite aside from the high quality of the grains selected. That unusual element is buttermilk—powdered malted buttermilk

That is the secret of that tempting, savory, different taste which brought hosts of women back to get another taste and more information.

One lady explained her several visits to the TECO booth by remarking: "It's just like going to some homes you love to visit. How delightful are even their simplest meals. Their pancake breakfasts—how the golden brown cakes just melt in your mouth!" Such discriminating women are quick to recognize the superiority of TECO flour. They catch on at once to the difference between old fashioned pancake flour and TECO.

Yet TECO costs no more than other pancake flours.

Those who prefer buckwheat cakes can have their choice by asking for TECO buckwheat flour with that real old-fashioned buckwheat taste plus the powdered malted buttermilk flavor.

TECO flour was primarily intended for pancakes, but hundreds of satisfied users have found that by mixing a portion of TECO flour with a portion of standard flour they get vastly superior and more delicious gems, muffins, cookies, and biscuits than is possible from any standard flour alone.

In order to get the best recipes possible for making cakes other than those on the carton or Mrs. Bailey-Allen's Buttermilk Book, the TECO Company is offering as first prize a Sellers kitchen cabinet or its equivalent in cash, and twenty-nine other prizes.

Here is an opportunity for grocers to co-operate in building up an all-year-round commodity.

Those who wish to compete for these prizes must get the blanks on which to write recipes or to attach to the recipe, from the local grocer.

Every recipe submitted must be written on or attached to this coupon. No others will be considered. There is no fee for entry or limit to the number of recipes sent in other than that each must have a separate coupon.

An equal chance is guaranteed to every competitor. The judges will be of nation-wide reputation.

Mr. Burkhardt, general manager, says the grocers who have visited the booth are giving this competition their hearty support and it is assured of co-operation all along the line.

All recipes and enquiries for information or blank forms should be sent direct to TECO Company, Limited, Belleville, Ont.

The demonstrations of Catelli's Macaroni and Domino and Jack Frost packaged rice attracted thousands at the Canadian National Exhibition.

Catelli's Macaroni and Domino Rice

HUNDREDS of visitors at the Canadian National Exhibition viewed with considerable pleasure the exhibit of Catelli's Macaroni, and likewise for the first time in Canada the showing of package rice, **Domino** and **Jack Frost** brands. People were invited to partake of these products, deliciously prepared in the booth. An invitation was extended to visitors to leave their names and addresses, recipe books telling how to prepare macaroni and rice in various ways being mailed to them.

Catelli's Macaroni is standard on this market. It is strictly a Canadian made product and the Catelli Co., in Montreal, has the largest and most scientific equipment in the British Empire. They use the finest quality of Seminola wheat which is standard for the best macaroni. They manufacture Macaroni, Spaghetti, Noodles, Vermicelli, Stars, Alphabets and Ready Cuts, which practically every jobber in Canada is handling. Until the war it was not supposed that macaroni could be produced of the same quality in Canada as in Italy, on account of climatic conditions in Italy. It was dried in the open air by hanging the moist macaroni on racks and letting it dry beneath the rays of the bright Italian sun. In this country the temperature varies so that it is practically impossible to get the same results in drying macaroni in the old fashioned way. The Catelli Co. has installed a modern humidor apparatus so that their goods can be dried scientifically. A hermetically sealed room is filled with purified, filtered air which has been raised to a certain degree of moisture which is regulated by electric gauges. Then heat is applied by hot steam pipes and the temperature and moisture are made to reproduce Italian atmospheric conditions. No other plant in Canada approaches this degree of efficiency which accounts for the quality of Catelli products, which are well known by trade all over Canada by the Catelli Girl Figure.

Buying rice in packages has advantages. Economically, it is claimed to be just as reasonable, and there can be no dirt—absolute cleanliness, and from the grocer's standpoint much easier to handle. "The two best body builders—Macaroni and Rice." The grocer can have the utmost confidence in recommending these high grade lines of the Catelli Co. Domino and Jack Frost package rices are new lines on the Canadian market. Grocers are going to be asked for them, judging from their popularity at the exhibition. These rices are packed by the Ralph Goldsmith Co., of New Orleans, who are the largest exporters in that city. This company is also the largest packer of rice in the United States. Jack Frost rice is the finest quality of Blue Rose rice. The Domino brand is especially fine Honduras, Carolina style. These rices are now being distributed to the Canadian jobbers, and already large orders have been booked for the same.

The old familiar brand of Peek, Frean Biscuits was shown at this exhibit, and thousands expressed satisfaction at being able to secure them again.

PEEK, FREAN'S BISCUITS

"WELL, well, here is a beautiful display of Peek, Frean's good old English Biscuits," was a remark that was heard very frequently by many people who had the pleasure of seeing the attractive display of Peek, Frean's Biscuits in the Manufacturers' Building.

Peek, Frean's Shortcake and Pat-A-Cake were very prominently displayed, as well as the other specialties for which Peek, Frean & Co. are famous. Thirty thousand tasting samples of the best varieties were freely distributed to those interested in high-class biscuits, and in addition to this several thousand small packages were sold.

The entire exhibit was arranged and conducted by The Harry Horne Co., Limited. Mr. Horne advised the writer that his firm is now carrying a complete line of the best selling varieties on spot at Toronto, and will be very pleased to mail price-lists and catalogues to any grocer who may be interested, and who has not already got one on hand.

It is a splendid demonstration to note that there are over 1,000 stores in the city of Toronto which sell Peak, Frean's celebrated Shortcake, and many of these stores also sell numerous other lines.

Those wishing price-lists and catalogue will receive same immediately by dropping a post card of inquiry to The Harry Horne Co., Limited, Toronto, agents for the Province of Ontario for Peek, Frean's celebrated English Biscuits.

The attractive exhibit where John Taylor & Co.'s "Infants' Delight" and other soaps and perfumes were shown to crowds every day at the Exhibition.

Where Double Cream Custard was demonstrated to thousands during the two weeks of the Canadian National Exhibition.

Harry Horne's Double Cream Custard

ONE of the outstanding exhibits and attractions at the Canadian National Exhibition was that of the exhibit of Harry Horne's "Double Cream" Custard, and other "Double Cream" Products.

One would certainly readily appreciate the fact that the public in general has been more than pleased and delighted with the satisfaction they have received from this "Double Cream" Custard, for nearly every second person who reviewed the exhibit passed the remark that they used the Custard regularly, and found it very delicious in flavor and very nourishing, as it enables them to prepare many fancy dishes which are very tasty and appetizing for the mid-day or evening meal.

The public has come to realize the fact that this Custard, to-day, is one of the most economical desserts and articles of food which it is possible for them to obtain.

At the exhibit there were daily displayed attractive dishes, which were prepared from the "Double Cream" Custard, and this is indeed instructive to the housewife.

Thousands of recipe books were also given free to users of "Double Cream" Custard, in all parts of the country, and over ten thousand souvenirs and hand bags and other novelties advertising the "Double Cream" Custard were freely distributed to those visiting the exhibit.

Each and every grocer in Canada must surely appreciate the fact that, from the publicity and advertising in connection with "Double Cream" Custard they should receive an increased demand for this particular article, and those who are not stocking this Custard at the present time will in the future find that it is one of the superior selling articles in the grocery trade of to-day.

From the demonstrations made, it is easily conceived that "Double Cream" Custard is quite different to ordinary Custards, and superior in flavor and in nourishment, and carries with it that smoothness and creamy effect which is much looked for in a dessert of this class.

The firm is represented in Montreal—by Shepherd-Mott Co., 3 St. Nicholas St.; The Maritime Provinces by Supplies Limited, Kentville, N.S.; and in Western Canada by A. M. Maclure & Company, Limited, Maltese Cross Building, Winnipeg, Man.

All merchants throughout Ontario will be able to receive supplies through any Toronto or Hamilton house, and where your wholesaler is unable to supply you, it will be best for you to forward your order direct to

The Harry Horne Co., Limited,
1297 Queen St. West,
Toronto, Ont.

Reckitt's Overseas, Ltd., was again represented at the Canadian National Exhibition after an absence of four years.

Reckitt's Goods Are Again Shown

FOR the first time in four years, Reckitt's Overseas Co. were showing their popular lines at the Canadian National Exhibition. The inability to secure the goods from England was the reason for their absence during the years of the war, and more than one merchant personally expressed delight, to see them back again, and to know that their goods are again obtainable in Canada. Located in the Manufacturers' Building, Reckitt's Blue was prominent in the display, and the other two lines, Reckitt's Brasso Metal Polish and Reckitt's Zebra Stove Paste, came in for a good deal of attention on the part of the public.

Practical demonstrations of Brasso were a feature, and just what this line will do in the way of polishing and brightening articles of brass, zinc, copper and steel, could be viewed by everyone. With Brasso it recommends itself for the reason that it is a lasting polish. You can clean an article to-day and it is not necessary to do so again to-morrow, merely brush it up. Many grocers were convinced of its qualities as a number one polish at the Exhibition and will be pushing it in their stores in the months to come. Let the people see what it will do by having some article of brass, copper or zinc before and after an application of Brasso. It is the best selling argument—a demonstration of what it will do, and the same can be carried out with very little extra trouble or expense. Brasso is a big seller and is constantly growing in popularity.

Zebra stove paste is easily applied and is declared by most people to be the finest stove polish available. It can be applied with a cloth and polished with a brush. The average grocer will find it profitable to talk it up with his customers this fall, when his trade is at the housecleaning period and is busy getting pipes ready for the winter months. They will find Zebra will do the work quicker and entirely to their satisfaction.

Reckitt's Silvo is not available in this market at the present time, but the Canadian management is hoping that before many months shipments of the same will begin to come forward.

Canadian National Exhibition Again Over Million

FOR the third time in its history the Canadian National Exhibition exceeded the million mark in attendance, the grand total for 1920 standing at 1,152,000. While this is no [illegible] to the record of the Peace Exhibition, the year previous, the decline is accounted for in two very good reasons. The first one lies in the fact that there was no stellar attraction as in 1919, when the presence of His Royal Highness the Prince of Wales drew thousands to the Exhibition. The other reason is accounted for in the weather on the concluding day. When it was thought that the record of last year might have been reached, a deluge of rain on the concluding Saturday kept many hundreds away, that otherwise would have swelled the grand aggregate.

In spite of the fact that the Exhibition was behind in numbers attending, it continues to grow in size and in importance. It outrivals anything of its kind held annually anywhere. The steady development of all the departments of the Exhibition is a matter for congratulation, and serious consideration is being given by the directors to the question of providing more accommodation for exhibits.

While the Exhibition of 1920, perhaps, was not as spectacular, in some ways, as in certain previous years, yet from many standpoints it stood very high in the opinion of representative men in close touch with the progress of this annual event. The exhibits were all of a high order, showing as they did the position of Canada industrially and commercially, as well as showing the goods of American and Old Country manufacturers. In fact the exhibits would have been on a much greater scale had the space been available for them, and many were unable to be represented owing to this lack of space. Already plans are under way for increasing facilities, and it is not unlikely that before another year, more buildings will have been erected in the Exhibition grounds.

The carnival features of the Exhibition were as popular as ever, and the special arrangements devised for the entertainment of the throngs were much appreciated. The motor boat races, the stunting aeroplanes, the performance daily in front of the Grand Stand and the display of fireworks, to say nothing of the diversion of the Midway, all provided unlimited amusement. Then again for the lovers of art the beautiful showing of paintings, and likewise of photography were an attraction in themselves that made the visit to the Exhibition well worth the money and time spent.

The rain on the last Saturday interfered somewhat with the athletic events that were a special feature this year, but a number of them were run off, creating a great deal of interest.

The Exhibition closed with much justification for pleasure at its success, and looking to another year, when this great annual Exhibition will be on a larger scale than ever before attempted.

Making the Windows a Separate Department; Keeping Tab on Displays and their Sales Value

Making Each Department Pay For Window Space Used—Helps to Pay For Window Expenses And Turns in a Profit to the Firm—Results in Better Displays and Promotes Sales.

TIME was ten or fifteen years ago when windows and window-dressing were secondary considerations in the management and economy of store life. If the stock room was overcrowded and new consignments of goods arrived for which there was no room they could be dumped in the window and a rough and ready display made of them. Window dressing didn't matter much anyway; it was, at that time one of the undeveloped sciences of modern merchandising. Advertising—and window dressing is a form of advertising—itself was an insignificant part of store life. Such a thing as an advertising manager was unthought of and the coffers of the present-day newspaper were little augmented by departmental stores', grocers', haberdashers' and other mercantile prices.

But Things Have Changed

But things have changed since that day. Some of the brightest men in the business world are now engaged in daily bringing to the attention of the consuming public values, bargains, reasons for purchasing at this, that and the other store. Live-wire men today are described as men who do a deal of advertising and who give an air of bustle and push to their businesses. They use big space in the daily newspapers and promulgate novel advertising schemes of one kind and another that bring results. But all the advertising they do is not done on paper. Windows are advertisers; they are sellers of merchandise. They are on duty twenty-four hours of the day and thousands of dollars are spent to beautify them so that the eye of the passer-by may be attracted either during the busy hours of the day or the quieter hours of the night. Men believe in these salesmen to such an extent that they are kept ablaze all night and elaborate electric signs are constructed as a beacon light to the window and the store.

Making a Department of Windows

System in store management and economy is likewise a rapid development of modern merchandising. There are many stores whose proprietors know at the end of the day the amount of stock sold, amount on hand, gross profit, net profit, loss, the number and value of sales made by each clerk in his employ. They say it all makes for better business, helps them to conduct it more scientifically and, with changeable markets, enables them to steer clear of financial pitfalls.

Canadian Grocer has also heard of departmental stores where windows constitute one of the regular profit-bearing departments in that store. It is figured out that these windows have to be paid for, they represent so much floor space which is a part of the entire store floor space on which taxes have to be paid. Moreover, there is considerable expense in connection with their upkeep. But the heart of the whole matter is that they are salesmen, occupying the best position in the whole store. Like salesmen inside the store, some window spaces in a store front are better than others; therefore, they are of more value to the firm.

Window Space Paid For by Departments

But the "firm" in this case is only an abstract entity looking for dividends on stocks. The inside selling departments must pay these dividends. Each of these departments, in turn, is given space in the daily store advertisements which helps them sell more goods and turn out these dividends. Window displays also help sell goods. In departmental stores each department is given an objective which must be reached and all honor and more money to the manager who exceeds the objective. He figures out that a window display is of so much value to his department that it will enable him to sell so many more goods. The windows are already organized into a department charged with the task of paying for themselves and turning over a profit at the end of the year.

How It Works Out

In these departmental stores, therefore, each department pays the manager of window displays so much for window space. There are, of course, some positions in the windows better than others. There are many merchants who have both front and side windows and the value of window space varies accordingly. Window display managers by renting space pay for alterations and improvements in the windows, make up their own salaries and meet the expense connected with the amount of floor space they occupy in the whole store.

While such a system might seem elabobrate for the smaller stores, yet a modified system could be made to be of real benefit. Merchants realize the relative value of window display to sales. Perhaps there are lines of groceries carried which are not displayed enough. If a charge were made against each department—even though it be but a nominal charge—it could be ascertained what lines given window display were bringing the best results. It would likewise be a test of the work of the window display man. "Goods will displayed are goods half sold" is a truism of modern merchandising. If there is not an immediate return for your window displays, there is probably something wrong with the display. If window displays had to be paid for by the departments inside the store it would be an incentive to the display man to make them pay, and to the managers of the departments paying for the display to take full benefit of these displays by pushing sales.

MORISON AND JONES, LIMITED, TAKE OVER BUSINESS

Morison & Jones (Brokers), Ltd., London, Eng., have taken over from the first of August, 1920, the rapidly developing business hitherto carried on by J. L. Morison, Son & Jones. The business will continue to be conducted by A. Ernest Jones as Managing Director and the existing staff, and O. J. Parker and T. J. Booth (partners in the firm of O. J. Parker & Co., 80, Bishopsgate, E.C.), will be associated as directors. The old established business of Manufacturers' Export Agents is not affected by above change and will be continued under the style of J. L. Morison, Son & Jones.

AFRICAN COCOA PLANTERS ARE MAKING FORTUNES

Cape Town, Sept.—The Gold Coast of West Africa is getting rich from cocoa. In pre-war times it was bought at $50 a ton. It is now bringing $300 a ton. Two hundred planters own automobiles. Colored shippers are flourishing and talk of forming a cocoa trust. Fashionable women are acting as brokers and have adopted tailored suits and derby hats as business dress.

ONE OF THE MOST INSTRUCTIVE

Editor Canadian Grocer — I had the pleasure of renewing six subscriptions to Canadian Grocer while manager of the Dome Mines Store, South Porcupine, Ont., and would now appreciate a late sample copy and be advised of the U.S. subscription rate.

It is my opinion that you offer the merchant one of the most instructive grocery papers published.

P. J. MILLER,
Mgr. Skaggs United Stores
Pocatello, Idaho, U.S.A.
Aug. 28, 1920.

Number of Orientals in B.C. Selling Foodstuffs Increasing

Licensed White Retailers in Vancouver Are Now Just a Bare Majority—Out of Thirteen Retailers in a Country Town in B.C., Nine Are Orientals

By Staff Correspondent.

VANCOUVER.—Recently, for the purpose of securing amendments to the Early Closing by-law it was necessary for the Retail Merchants' Association to canvas the entire city retail trade with a petition. It was required to get 50 per cent. of the licensed retailers to sign before action would be taken by the council. Those doing this work state that it was almost necessary to get 100 per cent. of the white retailers, in order to secure the necessary 50 per cent. of the licensed dealers.

It is of course known to the trade that a great and increasing number of Orientals are engaging in various retail businesses, but it comes as a shock to Vancouver white retailers to find that in a very short time, judging by the past few months, the retail merchandising of the various necessities of life will be controlled by those who cannot obtain citizenship in Canada, and have no vote in the conduct of the government, but who can obstruct the enactment of such laws as the white retailers may deem in the best interest of the business community.

Either that, or the government must exclude from its requirements the consent of non-citizens, when considering the enactment of laws affecting this country. The secretary of the Japanese Retail Merchants' Association claim that the Japanese retailers are organized 100 per cent. When the city council demanded that the Chinese vegetable pedlars pay up their full license fees, all wagons were taken off the runs by next morning—not one exception to this organized action. It must be apparent then that the Orientals are organized to act in concert. Can as much be said for the white retailers—who are speedily drifting into the minority?

Majority are Orientals

In one up-country town in B.C. there are 13 retailers selling groceries. Nine of them are Orientals. One is an Italian and three are white. If it comes to a majority vote in that town over closing at a white man's hour, the white retailers have little chance.

In another B. C. interior town are thirteen purveyors of foodstuffs. They line up like this: 4 Italian merchants; 5 British citizens; 4 Chinese.

It is understood that the Italian merchants co-operate with the other white retailers so probably the situation is not so bad there.

What Does "Shop" Mean

In Vancouver the Retail Merchants' Association is at present endeavoring to have a correct interpretation of the word "shop" which appears in the various local by-laws, as also in the Provincial Shops Regulation Act, and other acts. They are endeavoring to have the word interpreted to mean that any vegetable, fruit or confectionery store that carries any grocery line is a "shop" within the meaning of the early closing by-laws, etc.

The Vancouver City prosecutor, Mr. McKay, stated recently that it was impossible to deal with these early closing infractions of the by-law because he had his "hands full of more important matters." The Retail Merchants' Association contends that the license fee that the retailers pay entitles them to protection to the extent of standing by-laws. Failing this they have been put to the expense of hiring a lawyer and a detective and are cleaning up the local condition.

Following the spirit of fellowship that was displayed between the retailers of the East, the Middle West and the Pacific Coast at the recent Dominion convention, the merchants here feel that the problems of the British Columbia, the Alberta and Saskatchewan retailers are of great interest and concern to their fellow retailers throughout the Dominion.

PRIZES IN BUTTER CONTEST

Winnipeg.—The Crescent Creamery Co., Ltd., of Winnipeg, won first prize for unsalted butter, also fourth prize for 14 lb. box June make, and fifth prize for 65 lb. box August make, in competition with creameries of Canada at the National Exhibition at Toronto. Two other Manitoba creameries also won prizes, the Crescent Creamery, of Brandon, won fourth prize for creamery prints, and the Shoal Lake Creamery fifth prize for creamery prints and sixth prize for unsalted butter.

Salts of Copper For Coloring Peas

An inquiry in regard to the law as to coloring peas has been received by Canadian Grocer. According to information received from the Department of Health, at Ottawa, salts of copper are used for this purpose, usually the sulphate. Regulations permit the use of salts of copper, provided that the amount of copper does not exceed 80 parts per million. The presence of copper must be stated on the label.

British Chamber of Commerce in Paris Has Can. Section

AMONGST British Chambers of Commerce established abroad, that of Paris is conspicuous for its enterprise in serving the requirements of British trade and industry, and, furthermore, possesses an active Canadian Section

The committee of this section is composed of persons themselves interested in trade with Canada, and consequently is in a position to supply all the requirements of Canadian members. The membership of the Chamber is restricted to firms of British nationality. It receives no subsidy from the Canadian or British Governments, and carries on its most necessary work entirely through the subscription of its members. To enable the Chamber to take up a firm position and thus sufficiently combat foreign competition, it very naturally deserves to continue to add to its membership.

Among other things it puts its members into touch with suitable agents in France, obtains information on the commercial standing of French firms, supplies exact Customs classification of goods, notifies changes in French Customs duties and proposed commercial legislation, communicates enquiries from French buyers of British goods and, furthermore, publishes a very useful bulletin of information.

Applications for membership should be made to the secretary of the Canadian Section, British Chamber of Commerce, Incorporated, 6, rue Halevy, Paris.

New Goods

RICE IN PACKAGES

A new line that has recently come on the Canadian market is Domino rice in packages, put up by Ralph Goldsmith Co., New Orleans, La. This is the first package rice that has appeared on the Canadian market. It is a Honduras head rice. The carton is green with a wax wrapper, making it airtight. Domino rice is packed 50 to the case. The Ralph Goldsmith Co. also pack two or three other brands of rice in packages. This firm's products were shown at the Canadian National Exhibition this year, also for the first time. C. C. Mann, Toronto, has been appointed agent.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

SOME declines and some advances are noted in the market reports from Montreal, and in Toronto prices are for the most part steady with a slightly easier tendency in some directions. The sugar situation is still unchanged, but some second-hand lots are being offered below refiners' prices.

MONTREAL—Prices in some instances are lower in Montreal this week. Quotations on nuts have taken a decided slump, and dealers are anticipating a lower market in coffee. The black tea market is weaker and prices are inclined to be dull. Higher prices have been named on canned salmon, and dried fruits, particularly raisins and currants, are stronger. In Montreal the new freight rates have affected the price of sugar somewhat, and dealers are figuring the added charges in the quotations. Potatoes and vegetables are all inclined to be easier.

TORONTO—The markets are generally steady with a slight shading on some lines. The sugar situation is unchanged, second-hand sugar is offered at several cents per pound less than refiners' prices and the fact that American sugar can be laid down at a lower figure than quoted by Canadian refiners may have a tendency to force down Canadian prices. The syrup and molasses markets are quiet and unchanged. The tendency in the cereal market is downward in view of the easier condition of the grain market. Number one and two breakfast food has declined during the week. Shipments of new pack canned tomatoes have been made but prices remain open. One line of strawberry jam is reduced, also prepared coffee, marmalade and beef cordial. The spice market is ruling easy with a slight decline on celery seed. Shipments of new crop Spanish raisins are on the way but definite quotations are not yet named. The currant market is strong and the crop estimate has been considerably reduced, this coupled with the increased demand in the United States for wine purposes tend to make prices higher. Opening prices on new crop Tarragona almonds and filberts in the shell are quoted materially lower than last year while new crop shelled almonds and walnuts are five to six cents per pound higher than last year. Nothing of interest has developed in the tea market during the week, the market is steady to firm. The condition in the primary markets for coffees is weak with lower prices on futures; these lower prices will not affect this market until the end of October. The new crop Honduras and Blue Rose Texas rice opened at fully three cents per pound under last year's opening quotation. The first car of Jersey sweet potatoes have arrived. Other vegetables are in abundance and prices are fairly maintained with the exception of potatoes which are in a weak market. Peaches are arriving in large quantities and are moving freely, Elbertas will begin about the latter part of next week. Plums are in heavy receipt and prices are lower. Oranges are holding firm and likely to remain so for the balance of the season. Coinciding with the increased freight rates flour advanced 25 cents per barrel and millfeeds $2.50 per ton.

Fresh meats are easier with lower quotations on beef cuts and spring lamb. Barrel pork is a shade higher while smoked meats are unchanged. The butter market is steady with a large demand for the better grade which is rather scarce; lower grades are not in demand, with prices of the same uncertain. Shortening remains easy. Eggs, lard and cheese are firm.

WINNIPEG—There are not many changes in the markets this week. The demand for sugar has improved due particularly to the large demand for home preserving. The sugar market is weak and an early decline is not unlikely. Opening prices have been named on the new pack golden wax and refugee beans which are higher than last year's quotations. Eddy's matches have advanced during the week. There is a heavy demand for strawberry and raspberry jams and it is the general opinion that prices on these lines cannot be lower in view of the fact that these goods were packed with high price sugar. Spot stocks of rice are quoted lower than the quotations at the mills which would indicate that when spot stocks are reduced these also will be higher. Fresh fruits and vegetables are in abundance and quotations are steady.

QUEBEC MARKETS

MONTREAL, Sept. 14.—Several feed lines show changes this week. Nuts are lower, and coffee it is expected will soon show a decline. Higher prices have been named on canned salmon, and little change is reported in the sugar situation.

Peanut Prices Are Lower

Montreal.

NUTS.—The peanut market has felt a decided slump. The crop in both the United States and in Java has been excellent. The Javas are being sent in at prices which are demanding a market in competition with the American crop. The prices are slightly lower already than they have been. The walnut market is very strong and Canadian Grocer is informed that stocks cannot possibly be replaced at a figure comparative to the present quotations. At the same time one of the brokers stated that for as far on as the Christmas trade the old stocks are of just as good quality as the new ones. Filberts and Brazils will also be higher. Almonds are practically unchanged.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 32
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Lower Prices on Coffee

Montreal.

COFFEE AND COCOA.—There has been a change in the primary coffee market. Quotations on the raw coffee reaching here are lower and within the next three weeks a change in the retail price will be announced. It is only a matter of time until the present stocks are used up. The supply of coffee produced this year is very good. The cocoa market is unchanged with a very good demand.

Black Tea Market Weaker

Montreal.

TEA.—The Japan teas seem to be holding very firm at the high levels first quoted. The supplies are not large and the market is naturally strong. The medium grades which have just reached this market are being sold at from 65c to 68c per pound. There is a different feeling with regard to the Indian and Ceylon teas. The market is not so firm. Still large supplies of black tea are reaching this country from England which have been held in bond by the Government. They are now being offered at a very low figure and are finding a market. The atmosphere of economy prevailing lately has created a demand for these cheaper teas, which is having a noticeable effect on the tea market. There are no definite price changes, however.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Rice Market Quiet

Montreal.

RICE.—The rice market is unchanged with the trade very quiet. The market prices continue steady with no change recorded.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Canned Salmon Expensive

Montreal.

CANNED GOODS.—The latest addition to quotations on the new pack of canned goods is an advance announced on Refugee Green Beans and on the golden wax beans which are both quoted at $2.15 and $2.20. This is an advance of fifteen cents per doz. on last year's prices. Importers of canned goods and eastern brokers of the Pacific canners state that although there is an average pack of the best salmon prices will be from two to three dollars per case higher. There is a big demand for the red salmon and while the other salmon is cheaper it is very good in quality, only lacking the color. It is felt that some effort should be made to promote the sale of the cheaper brands since there is such a shortage of the preferential grades which are more than expensive.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60

Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Raisins and Currants Dearer

Montreal.

DRIED FRUIT.—The market for raisins and currents in particular is very strong. One Montreal broker has infomed Canadian Grocer that they have not been able to secure any supplies of dried fruit from California this year at all. Most of the raisins on the market this winter will be Turkish. These are reported to be of excellent quality, but will mean higher prices this winter. Spot stocks cannot be replaced at anywhere near present quotations. Lower prices are expected on evaporated apples, present prices are slightly easier but even lower quotations are expected. It is reported that higher prices on candied fruit and peel may be expected.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg..	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb..	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Catsup and Pickles Higher

Montreal.

TOMATO CATSUP.—There is a general advance announced this week on tomato catsup and on some brands of pickles. The advance which applies to the new pack amounts to from five to twenty per cent, according to the brand. The reason advanced for this change in price is the increased cost of this year's crop and the higher cost of manufacture.

Freight Rates Affect Sugar

Montreal.

SUGAR.—The wholesalers in Montreal are quoting an addition to the price of sugar to cover the increased freight rates. This only applies to deliveries outside of the city. Montreal city prices are unchanged. The increase is only six cents per hundred which makes quotations of sugar delivered $22.26 per cwt. On the other hand there are many variations in sugar prices. Some large holders, anxious to unload, are cutting quotations. In view of the new sugar crop, which is looked for in December, this may have a significance. The sugar market to all outward appearances seems to be holding firm with a steadier market on raw sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	22 00
Acadia Sugar Refinery, extra granulated..	22 00
Canada Sugar Refinery	22 00
Dominion Sugar Co., Ltd., crystal granu.	22 00
St. Lawrence Sugar Refineries	22 00
Icing, barrels	22 20
Do., 25-lb. boxes	22 60
Do., 50-lb. boxes	22 40
Do., 50 1-lb. boxes	23 70
Yellow, No. 1, bags	21 60
Do., barrels	21 65
Dark Brown	21 40

Potatoes Very Cheap

Montreal.

VEGETABLES.—Dealers report that not in years has there been such splendid showing in market gardening. As a result prices are very low. Bonsecour market is flooded with vegetables which are being sold at almost any price. Potatoes are selling as low as $1.40 per 80lb. bag, which is a sharp contrast to prices demanded six months ago. The country around Montreal is in a healthy condition.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag.)..	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal Tomatoes, per box	0 50	0 75
Cauliflower, per doz.	....	1 50
Spanish Onions, per case	....	5 75

Plums at Thirty Cents

Montreal.

FRUIT.—The Montreal market seems to be flooded with western fruit this week. The fruit dealers complain that owing to the Jewish holidays this week there is considerable difficulty in finding a market for the fruit which demands quick handling. Prices are very low indeed. Plums are selling as low as 30 and 40c for 11 qt. baskets. Apples are also a little cheaper this week and there is a very good supply of pears on the market. Oranges, which had a sharp advance last week, are just a shade easier this week.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96..	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 50
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 50
Cal. Navels—		
80s, 100s	....	10 00
126s	....	10 00
150s	....	10 50
176s, 250s	....	10 50
Florida, case	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Canadian Peaches, 11 qts.	....	1 25
Plums, 11 qts.	0 30	0 40 0 50
Pears, 11 qt. basket	....	1 75
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50

May Affect Corn Syrups

Montreal.

MOLASSES.—The molasses market follows the trend of the sugar market pretty closely and no change is evident at the present time. Raw sugar has been fairly steady and the molasses market remains the same. Corn syrups are unchanged, but Canadian Grocer is informed that the increased freight rates will play an important part in this market and manufacturers are debating at the present time the increased cost of production resultant.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, eacb	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
	Prices for	
Barbadoes Molasses—	Island of	Montreal
Puncheons	....	1 50
Barrels	....	1 53
Half barrels	....	1 55
Puncheons, outside city	....	1 45
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Package Cereals Holding Up

Montreal.

PACKAGE GOODS.—While there is no definite change this week on any of the package goods listed, there is controversy as to the effect of the increased freight rates on many of these lines. In some cases the decrease in the cost of the raw material is balancing up the increased freight rates. This is true, especially in cereals.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60

Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

New Flour Prices

Montreal.

FLOUR.—As a result of the increased freight rates flour has been advanced twenty-five cents a barrel. Spot stocks are unchanged in price. One firm is quoting $13.90 per barrel for the new pre-war flour. This will be ready in October. While this price is lower than quotations earlier in the summer it is not as low as was anticipated or as was quoted a few weeks ago. The wheat market is holding fairly strong and flour as a result seems to be very firm at these quotations.

Spice Market Still Quiet

Montreal.

SPICES.—There is no change as yet in the spice market. While there is a little better trade, conditions in general are the same and the market remains quiet.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Higher Prices on Millfeeds

Montreal.

MILL FEEDS AND GRAIN.—While the grain market has been considerably easier the new freight rates have added a new item to the cost of feed. The addition is $2.50 per ton. Besides this there is a shortage of feed in the larger centers caused by a congestion of traffic on the railroads and a shortage of rolling stock.

Montreal prices are: bran, $55.50; shorts, $59.60.

Matches Dearer

Montreal.

MATCHES.—The already high cost of matches has been increased by twenty cents a case owing to the increased freight rates. The new price on matches now is $11.45 per case.

ONTARIO MARKETS

TORONTO, Sept. 17.—The sugar situation continues in an unsettled condition, second hand sugars are offered at various prices below refiners' quotations. The movement from refiners is practically nil as there still appears to be plenty of sugar offered elsewhere. Syrups and molasses are quiet and unchanged. No. 1 and 2 breakfast food has declined 50 cents per bag; other cereals are likely to follow due to the easy condition in the grain market. Celery seed has been reduced. Other spices are ruling easy at unchanged quotations. New crop shelled almonds and walnuts are quoted in primary markets five to six cents per pound higher than last year. Teas and coffees have shown no change during the week. New southern rices have opened three cents below last year's quotations and the tendency is that these prices will be maintained. The first car of Jersey sweet potatoes has arrived. Other vegetables are holding at steady prices with the exception of potatoes which have declined in an easy market. Peaches and plums are in heavy receipt and prices are low. Flour and millfeeds have shown a slight advance to take care of the increase in freight rates.

Second-Hand Sugar Lower

Toronto.

SUGAR. — In so far as the refineries are concerned the sugar market is unchanged. There are still quantities of second-hand sugar offered at prices below refiners. These prices vary from 18½ to 21 cents per pound for granulated, and 17½ cents for No. 1 yellow. There is also about the same spread between retailers prices, some stores are offering at 20 cents, and other prices vary up to 23 cents per pound. There is no uniform price, either wholesale or retail, apparently it is just a matter of who is the better buyer, and getting or making an offer to the person who has the most sugar to dispose of and who is most anxious to sell.

It was rumored that some wholesalers have purchased American sugar at a cost laid down in Toronto of 18½ cents. but this could not be confirmed. However, the fact is that American sugar can be laid down at that figure, which no doubt will tend to force down Canadian refiners prices. The raw sugar market continues quiet and weak. Quotations are around 8½ cents, New York, with practically no buyers.

St. Lawrence, extra granulated, cwt.	$22 21
Atlantic, extra granulated	22 21
Acadia Sugar Refinery, extra granulated	22 21
Canada Sugar Refinery, granulated	22 21
Dom. Sugar Refinery, extra granulated	22 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 60-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups and Molasses Quiet

Toronto.

SYRUPS. — Syrups, both cane and corn, are in limited demand, and quotations are unchanged. The extremely large American corn crop and the weak condition of the corn market, tend to make an uncertain feeling in corn syrups and a further decline is not unlikely. On the other hand, manufacturers claim that to offset this depression in the corn market there are other factors that enter into the situation: the higher cost of packages, labor and the increase in freight rates, have a tendency to keep prices at the present level.

MOLASSES. — The molasses market is quiet and unchanged.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60

Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Cereals Uncertain

Toronto.

PACKAGE GOODS. — Package cereals are in a quiet demand. The tendency of the market is downward, in view of the fact that grains are lower, and in anticipation of the increased grain crop. Some manufacturers state that the higher cost of containers tend to keep prices as at present, but there are others who are of the opinion that lower prices will prevail on some lines in the near future. However, prices can hardly be expected to be higher, and the merchant would do well to carefully watch his stock at this time.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters	....	0 16
Do., in 6-lb. wood boxes	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	3 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Breakfast Food Lower

Toronto.

CEREALS. — The cereal market is generally unchanged. Rolled oats are ruling steady at $5.50 per 90 pound bag. No. 1 and 2 breakfast food has declined 50 cents per bag, bringing the price down to $8.50 per bag. The tendency in this market is downward rather than upward.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	....	7 25
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	5 50
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1.	....	8 50
Do., No. 2	....	8 50
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Soups Quoted Low

Toronto.

CANNED GOODS. — Shipments of new pack tomatoes have been made but prices remain open. Campbell's tomato soup is quoted at $1.60 per dozen to arrive in one quarter. This is not the regular price, as there is more or less competition amongst jobbers on the Campbell line, and jobbers state that the price should be $1.85. Old City strawberry jam in two pound jars has been reduced to $10.35 per dozen.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	1 72½	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Celery Seed Lower

Toronto.

SPICES. — The spice market is ruling easy with a tendency for lower quotations on most lines. The only price change noted is five cents per pound decline on celery seed. New peppers are expected to arrive shortly, and lower prices are anticipated.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 80
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 65
Coriander seed	....	0 25
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Currants Ruling Strong

Toronto.

DRIED FRUITS. — Spot stocks of dried fruits are unchanged. Shipments of new crop Spanish Valencia raisins are on the way, but definite quotations are not yet named. The currant market is strong and the crop estimate has been considerably reduced. The demand for currants in the United States for wine purposes is steadily increasing, which tends to make prices higher.

Evaporated apples	....	0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s	....	4 55
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½

Teas Ruling Firm

Toronto.

TEAS. — The tea market continues to rule fairly steady for Ceylons and Indians. Nothing of note has developed during the past week and quotations are unchanged. Japans, especially seconds, are easy and lower prices than at first anticipated will be manifest.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Almonds to be Lower

Toronto.

NUTS. —Opening prices on Tarragona almonds and filberts in the shell are quoted materially lower than last year. Definite prices have not as yet been named on account of the fluctuation in the exchange. Walnuts are expected to compare favorably with last year. New crop shelled almonds, walnuts and fil-

berts are quoted 5 to 6 cents per pound higher than last year's prices. Spanish peanuts continue to rule easy at 21 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 28
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	....	0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 21
Do., Chinese, 30-32 to oz.	....	0 17
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Spot Coffees Unchanged

Toronto.

COFFEES. — The condition in the primary markets for coffees is weak with lower quotations on futures. These lower prices will not affect this market until about the end of October, when the lower priced coffees will reach this market.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

New Rice Opened Lower

Toronto.

RICE. — The new crop Honduras and fancy Blue Rose Texas rice opened up at fully three cents per pound under last year's opening quotation. The first car of Domino brand rice (Honduras) has arrived in Toronto, this rice is packed in one pound packages, and quoted at 18 cents per package. Jack Frost (Blue Rose) is another brand that has arrived and quoted at 16½ cents per one pound package. The rice market is fairly steady with unchanged prices on spot stocks.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Sweet Potates Arrive

Toronto.

VEGETABLES. — The first car of is quoted at $4.00 per hamper. Yellow onions are down to $3.25 per 100 pound sack. Spanish onions have been reduced to $5.75 per large crate. Potatoes are arriving freely and quotations are as low as $1.65 per bag. Beets and carrots are now selling at $1.25 per bag of 75 pounds, turnips at $1.00 per bag. Other vegetables are in abundance and prices are maintained.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
Carrots, per 75-lb. bag	....	1 25
Beets, per 75-lb. bag	....	1 25
Turnips, per 75-lb. bag	....	1 00
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack	....	3 25
Do., Spanish, large crate	....	5 75
D., small crate	....	3 25
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. basket	....	0 50
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 50
Celery	....	1 00
Egg plant, 11-qt. bskt.	....	1 00
Potatoes, per bag	1 65	1 85
Corn, per doz.	0 12	0 15
Sweet Potatoes, hampers	....	4 00

Peaches Moving Freely

Toronto.

FRUIT. — Peaches are arriving in large quantities, and are moving freely. Elbertas will begin about the latter part of next week. Crawfords are selling at 85c to $1.15 per large basket. Plums are in heavy receipt, and prices are low, 60 to 85 cents per large basket. The first lot of Moore's early grapes have arrived at $1.25 per 11 quart basket, and 50 to 60 cents for 6 quart basket. Oranges are holding firm and likely to remain so for the balance of the season. Duchess and Alexander apples are selling at $4.00 to $6.00 per barrel.

Oranges, Valencias—		
126s	....	8 00
150s	....	9 00
176s, 200s, 216s, 250s	....	10 00
Bananas, Port Limons	....	0 12
Lemons, Cal., 240s	....	5 00
Do., Messinas, 300s	....	5 50
Grapefruit, Cal., 80s, 96s	4 25	4 50
Cantaloupes, Canadian, basket	0 50	0 75
Blueberries, basket	3 00	3 50
Pears, Bartlett, box	....	5 75
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	5 25	5 50
Moore's Early, 11-qt. basket	....	1 25
Do., 6-qt. basket	0 50	0 65
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	1 00	1 15

Flour Advances 25 Cents

Toronto.

FLOUR. — First and second patent flour has advanced 25 cents per barrel. This advance is due to the increased freight rates which went into effect last Monday morning.

Flour—		
Old Crop Government Standard, in jute bags, per barrel	....	14 25
Patent Firsts, in jute bags, per barrel	....	14 00
Do., Seconds, in jute bags, per barrel	....	13 50

Millfeeds Are Higher

Toronto.

MILL FEEDS. — Coinciding with the increased freight rates, bran and shorts have advanced $2.50 per ton, bringing the price on shorts to $59.75, and bran $54.75 per ton. Mill feeds are still scarce and will remain so until the new wheat arrives freely.

MILLFEEDS—		
Shorts, per ton	....	59 75
Bran, per ton	....	54 75

Some Lines Reduced

Toronto.

MISCELLANEOUS. — Bovril Cordial, large size, has been reduced to $12.00 per dozen. Barrington Hall coffee has been reduced, standard outing tins, 51 cents; medium jars, 51 cents; hotel tins, $3.75 each. Shirriff's marmalade is quoted lower, as follows; 7½ ounce jars $2.35 per dozen; 10 ounce jars, $2.95; 12 ounce jars, $3.55; 16 ounce, $4.35; 32 ounce, $5.80; 2 pound jars, $7.90; 4 pound tins, $13.20; 7 pound tins, $22.80.

Lamp Burners Higher

Toronto.

LAMP BURNERS. — Lamp burners have advanced, now quoted as follows: size A, $1.65 per dozen; size B, $1.85 per dozen.

WINNIPEG MARKETS

WINNIPEG, Sept. 17—The feature this week was the advance in freight rates of 35 per cent., which went into effect on Monday, Sept. 13, 1920. This will tend to cause an increase in the price of grocery commodities. It has been figured out that the extra cost on canned goods to the retailer will be 15 to 21 cents per case higher. The sugar market is weak and every indication points to a decline at any moment. Rice is being offered by the local jobbers at lower prices than the millers' present prices. Matches advanced during the week. All other grocery commodities remain the same as last reported.

Sugar Market Weak

Winnipeg.

SUGAR.—Sugar sales are improving and are getting back to normal sales, due largely to the large quantities of fresh fruit being put down by the householder. The sugar market is very weak and a further decline is looked forward to at an early date.

Redpath, granulated, 100-lb. bag	....	21 30
St. Lawrence, gran., 100-lb. bag	....	21 30
Atlantic, granulated, 100-lb. bag	....	21 30
Dominion, granulated, 100-lb. bag	....	21 30
Acadia, granulated, 100-lb. bag	....	21 30
Yellow Sugar, No. 2, 100-lb. bag	....	20 80
Powdered Sugar, 50-lb. boxes, per cwt.	....	21 85
Icing Sugar, 50-lb. boxes, per cwt.	....	21 95
Lump Sugar, soft, 100-lb. boxes	....	22 25
Do., hard, 100-lb. boxes, per box	....	22 45
Cubes, 100-lb. boxes, per box	....	21 95

Canned Tomatoes Short Pack

Winnipeg.

CANNED GOODS.—A special feature in the past week has been reports from the Ontario canning districts stating

that tomatoes will not be as large a pack as anticipated owing to the late bossoms not setting. The pack is now estimated not over 60 per cent. Tomatoes is one of the lines which the canners expect to reduce their overhead expenses on, but with the short pack will no doubt mean higher prices on canned corn and other vegetables as well as the late fruits. Opening prices have been named by the eastern manufacturers on new pack golden wax and refugee beans. They are quoted at 17½ cents higher than last year's opening prices.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	21 75
Do., ½s, flat, 8 doz. in case..	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case.....	....	9 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 60
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Do., 2s, 2 doz. case	....	3 60
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case.	....	....

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Matches Advance

Winnipeg.

MATCHES.—Eddy's matches have advanced during the week, some varieties advancing 15 cents to 40 cents per case.

Jam Sales Heavy

Winnipeg.

JAMS.—Jam sales are reported heavy. The merchant and general public are realizing that the popular lines such as strawberry and raspberry having been packed, while sugar was at the high prices, there will be no possibility of lower prices. In fact other lines of jams cannot be sold at any lower prices than are being quoted to-day.

Rice May Be Higher

Winnipeg.

RICE.—The present prices quoted on rice by the local jobbers are lower than to-day's prices at the mills. Apparently this is being noticed by the country merchants who are taking advantage and are laying in good supplies of rice at these prices. No doubt freight rates will affect this commodity.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 14¾
Do., 50-lb. sacks, lb.	....	0 14⅞
Siam, Elephant, 100-lb. bags..	....	0 11½
Do., 50-lb. bags, lb.	....	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 09½
Do., in less quantities, lb.....	....	0 10
Tapioca, pearl, per lb.	....	0 09½

Nuts Unchanged

Winnipeg.

NUTS.—There is no change in the nut market since last week. Shelled almonds are in a strong position and higher prices are not unlikely. Quotations on spot stocks are unchanged.

NUTS, Shelled—		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fresh Fruits Steady

Winnipeg.

FRUITS.—Fresh fruits are arriving freely and quotations are firmly maintained. Oranges and bananas continue scarce at the higher prices quoted last week.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	....	0 14
Peaches	....	3 00
Plums, per case	....	3 50
Cantaloupe, Stand., per case....	....	5 00
Do., Flats, 12s to 15s, per case	....	3 00
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	12 00
176s	....	11 00
150s	....	10 00
126s	....	9 00
New Apples, per box	....	4 00
Pears, per case	....	6 00
Raspberries, per case	....	7 50

Potatoes $1.65 Per Bushel

Winnipeg.

VEGETABLES.—There are abundant supplies of vegetables on the market and prices are low. Potatoes are quoted at $1.65 per bushel. Beets and turnips are selling at 2 cents per pound. Other varieties are as follows:

VEGETABLES

Carrots, new, per lb.	...	0 03
Beets, new, per lb.	....	0 02
Turnips, new, per lb.	....	0 02
Leaf Lettuce, per doz.	....	0 40
Radish, per doz.	....	0 50
Green Onions, per doz.	....	0 30
Cucumbers (hothouse), per doz...	....	2 25
Cabbage (new), per lb.	....	0 02
New Potatoes, per bushels.....	....	1 65
Onions (Cal. Bermuda sack), per sack	3 50	1 00
Peas, per lb.	....	0 15
Cauliflower, per doz.	....	1 50
Cauliflower, per doz.	....	1 50
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 03½
Tomatoes, per basket.....	1 25	1 50
Head Lettuce, per doz.	....	1 75

VANCOUVER

Vancouver, B. C., Sept. 16.—Rolled oats are weak and a decline is expected. Crisco has dropped from 35 to 32½ cents per pound. Rogers golden syrup has been reduced 85 cents per case. Pork is expected higher. Fresh eggs are selling at 77 cents. Butter 64 cents. Beef steer, $20.00 and cow, $15.00 to $18.00. Lamb 28 cents per pound. Mutton 25 cents and veal 23 cents. Smoked hams are 50 cents pound and bacon 54 cents. Onions are quoted at $2.25 per sack. Sweet potatoes, $12.00. Gravenstein apples, $4.00. Jonathans, $4.50. Duchess, $2.50; grapefruit $6.00 per case; lemons $5.50 per case; oranges, $9.00 per case; peaches, $2.50; local pears, $2.75.

Has People Looking For Mutilated Coins

A grocer in a Western town took three new silver coins—a ten-cent piece, a quarter and a half-dollar—and stamped his initials on each one. He then put these in circulation through separate channels. After a week he took liberal space in the daily papers and advertised to give ten dollars in gold for the return of each one of the coins. The consequence was that he had everybody for miles around examining their money. He claimed that every time a man, woman or child in his territory came into possession of coins of this denomination they at once looked for his initials, and while doing so unconsciously thought of the store. The rather strange part of it is that although this offer has been made for nearly a year, not one of the coins has been returned.

Advantage in Using Dark Show Cards

Showcards and tickets must be clean and orderly if the force of them is to be felt. But the expense of buying clean cards is no trifle. The following plan, used by a Western Ontario grocer, especially during the summer season, not alone always insure clean tickets and cards, but save money as well:—

Instead of the usual white cards, which easily become soiled and fly-specked, a dark card with white letters was used, thus a better ticket and one which will last almost indefinitely. The black board lasts much longer and can be used on both sides, due to the fact it is not glazed on one side only like the usual white cardboard.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Sept. 15.—Few changes have taken place in the local market. Dealers are busy adjusting prices to the new freight rates. A slight drop is expected in Ontario flour. American pork is higher at from 48 to 50 cents per pound. Fresh eggs are becoming scarcer, but prices are holding about the same. Large quantities of potatoes are being received. Lemons are easier at from $6.50 to $7.00. Bananas have advanced a fraction, 12 to 13 cents. Plums, Ontario, are from 90 cents to $1. Peaches, $1.50, $1.75 and pears the same.

Flour, No. 1 patents, bbls., Man.	....	16 40
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 50
Rolled oats	....	12 75
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 60
Sugar—		
Standard, granulated	....	22 10
No. 1 yellow	....	21 60
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 72	0 75
Do., case	0 68	0 69
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American clear pork	48 50	51 50
Tomatoes, 2½s, standard, case..	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 60	0 65
Do., dairy, per lb.	0 55	0 60
Do., tub	0 50	0 55
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	4 50
Lemons, Cal., case	6 50	7 00
Grapefruit, Cal., case	..	8 00
Bananas, per lb.	0 12	0 13
Oranges, case	9 00	12 00
Plums, Ont.	0 90	1 00
Peaches, Ont.	1 50	1 75
Pears	1 50	1 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 14.—Flour has advanced thirty cents per barrel. Matches are from fifteen to thirty-five cents a case higher. Creamery butter is up three cents per pound. Rolled oats are down seventy cents. Roger syrup is down thirty-five cents case. B. C. sugar is down sixty-five cents a hundred. One line corn flakes has dropped from $4.40 to $4.25. Table salt in cartons has advanced seventy cents a case. Potatoes are forty dollars a ton. Lard is $17.40 and firm. Storage eggs are from $18.50 to $19. Shortening is a cent and a half lower. New pack Hawaiian sliced pineapples, two and halves, are $11.80. Twos are $9.60; Grated twos are $8.90 a case, the best grades.

Flour, Government Standard, 96s, per barrel	....	13 35
Flour Patents, 96s, per barrel	....	13 60
Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 60
Rice, Siam	12 60	15 00
Japan, No. 1	14 50	15 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	21 97
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	17 10	17 40
Eggs, new laid, local case	19 00	20 00
Do., storage, case	18 50	19 00
Tomatoes, 21½s, standard, case	4 60	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, local, ton	....	40 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Sept. 15.—Some dealers are expecting a drop in flour prices next week, but it is stated that the new wheat cannot be used to make good flour until December and as the new freight rates have caused flour to advance 35 cents per barrel, there is little hope that flour will be cheaper for some time.

Brokers here are selling sugar below the price of refiners. It is believed the refiners will work down to brokers' prices, and it is believed a drop will be announced by the end of the week. Shipments of native Gravenstein apples started to arrive this week, number ones selling at $6.

Cornmeal is $5, rolled oats, $6.25, molasses, $1.55, sugar standard granulated, $22.10; No. 1 yellow, $19.50; cheese, 31-32; eggs, 70; lard compound, 24-25½; American clear pork, $46; breakfast bacon, 52; butter, creamery prints, 66-67; solids, 62-63; dairy prints, 55-56; tubs, $52-53; raspberries, $5.40; peas, $2.05; potatoes, 90 lb. bag, $2.50; hams, 9-12, 46; 12-18, 46; 18-25, 44; native cabbage, bbl., $2.50.

Cornmeal, bags	....	5 00
Rolled oats, per bag	....	6 25
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 55
Sugar, standard, granulated	....	22 10
Do., No. 1, yellow	....	19 50
Cheese, Ont., twins	0 31	0 32
Eggs, fresh, doz.	....	0 70
Lard, compound	0 24	0 25½
Lard, pure, lb.	....	0 29
American clear pork, per bbl.	....	46 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 66	0 67
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	10 50
Do., Cohoes	....	15 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	2 50

Balance of Valencia Orange Crop Lighter

Only 1,790 Cars Will be Shipped After Sept. 1, According to Fruit Growers' Estimate

The California Fruit Growers' Exchange estimate the balance of the Valencia orange crop to be shipped after Sept. 1, 1920, at 1,790 cars of Valencias, containing 462 boxes each as compared with about 5,700 cars during the same shipping period last year. Lemon shipments will be much heavier from this time on than they were last year. The exchange percentage of the balance of the crop of both oranges and lemons is about 90 per cent., so that 10 per cent. added to the above figures should give accurate shipments of the citrus fruit crop after Sept. 1st this year.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 17.—The feature of the produce market this week is the sharp advance in the price of eggs. Strictly new laid eggs are selling at seventy-five cents. There seems to be an improvement in the number of beef cattle reaching the packers. Western hogs are dearer. There is no change in the price of butter or cheese. Lard and shortening remain firm. Doree and whitefish are scarce but there is a good supply of pike, trout and a better supply of Cohoe salmon.

Improvement in Fresh Meats

Montreal.

FRESH MEATS.—There is no change in the condition of the fresh meat market this week. Supplies of beef cattle are coming more freely during the last few days but no change in price is noted. Fresh hogs are also scarce and Western prices have advanced a cent and a fraction a pound. It is expected, however, that the condition of the market will change shortly and a freer supply of cattle and hogs will be offered on the market.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 25	0 31
Fresh sheep, carcass	0 18	0 21

Fresh Beef—

(Cows)			(Steers)	
$0 20	$0 31	..Hind quarters..	$0 28	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 20	0 30	..... Ribs	0 30	0 38
0 12	0 16	.... Chucks	0 14	0 20
0 30	0 34	..... Hips	0 32	0 36
Calves (as to grade)			0 15	0 26

Cooked Meats Strong

Montreal.

COOKED MEAT. — The demand for cooked meats continues very good with no change in price. Quotations at the present time are very firm.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	..	0 65

Bacon Market Strong

Montreal.

BACON.—Market for bacon is steadily improving. The outlook for export has been much brighter since the control on importation and prices in Great Britain has been withdrawn. On the other hand packers seem to be little interested in the export market at the present time on account of the lowering of the sterling exchange. The prices here continue very strong. There is no change, however, in quotations this week.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Barrelled Meats Unchanged

Montreal.

BARREL MEATS—The market for barrel meats remains very quiet with a small demand. There is no change in price.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	52 00
Heavy mess pork (bbl.)	....	46 00
Plate Beef	....	28 00
Mess Beef	....	25 00

Eggs Are 75 Cents

Montreal.

EGGS.—Higher prices are quoted this week on new laid eggs. A shortage still exists but not as severely as it has been. The supply of eggs reaching the market is reported to be sufficient to meet immediate demands but the cold storage supplies are not being replenished. Selects are selling at 68 cents, No. 1 at 60 cents and the strictly new laid at 75 cents. This price list shows a wide margin in the quotations. There is little or no exportation of eggs at the present time.

Butter Quotations Firm

Montreal.

BUTTER.—There is a slight improvement in the supply of butter on the market this week, but prices remain firm. The export business is handicapped by the weakening sterling exchange. It is expected, however, that there will be a marked improvement in the market before the winter months set in. Prices on dairy butter remain unchanged.

BUTTER—		
Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 52
Dairy, prints	....	0 53

Cheese Market Improved

Montreal.

CHEESE. — There is no change in the prices on cheese this week, but a more healthy market appears. Receipts for the week in Montreal have greatly improved and a stronger market is looked for. The export trade is rather unsettled due to the weakening of sterling exchange. An improvement is expected, however, and the outlook from the Montreal market is much improved.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Lard Market Holds Firm

Montreal.

LARD. — There is no change in the lard market this week. The market has been rather weak lately, but prices remain unchanged. The market is in a more normal condition than it has been during the last few weeks, and quotations are again very firm. There is a much freer movement of supplies which results in a stronger price basis.

LARD—		
Tierces, 360 lbs.	....	0 26½
Tubs, 60 lbs.	....	0 27
Pails, 20 lbs.	....	0 27¼
Bricks	....	0 29

Margarine Unchanged

Montreal.

MARGARINE. — No change in the quotations for margarine is noted this week. The market continues quiet and sales are limited.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Shortening Prices Steady

Montreal.

SHORTENING. — The shortening market has been rather weak lately, but no change in price has occurred since the decline of a few weeks ago. Market quotations continue steady.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 25¼
Tubs, 50 lbs., per lb.	....	0 25½
Pails, 20 lbs., per lb.	....	0 26
Bricks, 1 lb., per lb.	....	0 27

White Fish Scarce

Montreal.

FRESH FISH. — Trout and pike are in fairly good supply among the lake fish, but doree and white fish are scarce. A good supply of fresh halibut is arriving on the market from time to time from the Pacific coast, and fresh dressed Cohoe salmon is again offered in very fair supply. There are no price changes on the fish market this week. The fish merchants are looking for a big business next week since there are three fish days during next week. Advantage can be taken of this in the sale of fish by the merchants throughout the country.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07

Mackerel	....	0 16
Flounders	....	0 03
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50
Salmon, Cohoes	....	0 25
Shad	....	0 18
Gaspé salmon	....	0 40
Halibust	....	0 25
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake trout	....	0 23
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 13
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 27
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	....	0 23
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, September 17—There are few changes in the produce and provision markets. The run of cattle at the stockyards has shown improvement during the week, both as to quality and quantity. Spring lamb and beef cuts are down one to two cents per pound. Barrel pork has advanced one dollar per barrel. Eggs and cheese are steady. There is a big demand for higher grade butter which is reported scarce; quotations are unchanged. Lard is holding firm, while shortening continues easy.

Spring Lamb Lower

Toronto.

FRESH MEATS.—Spring lamb has declined 2 cents per pound bringing the price down to 24 and 26 cents per pound. Yearling lamb is also quoted lower. Fresh beef cuts are quoted one cent per pound lower. Pork, mutton and calves are steady. The run of cattle at the stock yards has greatly improved both as to quality and quantity.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	20 75	21 25
Live, fed and watered, per cwt.	20 50	21 00
Live, f.o.b., per cwt.	19 50	19 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 61
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 32½
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 27
Front quarters, lb.	0 15	0 17
Ribs, lb.	0 28	0 34
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 30	0 36
Hips, lb.	0 22	0 25
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Barrel Pork Higher

Toronto.

PROVISIONS. — Smoked meats are unchanged. Hams are quoted at 35½ to 48½ cents per pound according to the weight. Breakfast bacon, ordinary, is quoted at 46 cents and fancy trimmed at 53 to 60 cents.

BARREL PORK.—Mess pork, short cut backs and pickled rolls have advanced $1.00 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 41
Wiltshire, three-quarter cut	....	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Fat backs, 10 to 12 lbs.	....	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	39 00
Short cut backs, bbl. 200 lbs.	....	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	67 00
Heavy	....	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Steady

Toronto.

COOKED MEATS.—The market for cooked meats is steady and unchanged. The demand is fully maintained on all lines.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Eggs Hold Firm

Toronto.

EGGS.—The egg market is holding firm with extra selects at 65 to 66 cents and firsts at 61 to 62 cents per dozen. Receipts are fairly heavy but some dealers continue to buy in American eggs to meet the large demand at the present time.

EGGS—		
Fresh, selects	0 65	0 66
Fresh	0 61	0 62
Fresh selects in cartons	0 66	0 72

Prices shown are subject to daily fluctuations of the market.

Best Grade Butter Scarce

Toronto.

BUTTER.—The butter market is steady with a good demand, especially for the higher grade which is reported scarce. Quotations for the best grade is 63 cents per pound. The second grade is quoted at 60 cents per pound at one cent advance over last week's quotations.

BUTTER—		
Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Ruling Steady

Toronto.

CHEESE. — The cheese market is ruling steady with unchanged quotations. There is a large demand for twins reported at the present time. Large cheese is quoted at 29 to 30 cents per pound and twins one cent higher.

CHEESE—		
Large, per pound	0 29	0 30
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Prints Higher

Toronto.

LARD. — Lard is holding firm with one pound prints marked one cent per pound higher. Quotations on the tierce basis are unchanged.

LARD—		
1-lb. prints	0 29	0 30
Tierces, 400 lbs.	....	0 27

In 60-tlb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Continues Easy

Toronto.

SHORTENING. — The shortening market continues with an easy tone. Quotations are holding at 21½ cents per pound tierce basis and one pound prints at 25 cents.

SHORTENING—		
1-lb. prints	....	0 25
Tierces, 400 lbs.	....	0 21½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Fish Prices Maintained

Toronto.

FISH.—There is a brisk demand for fish and prices are well maintained.

FRESH SEA FISH.

Cod Steak, lb.	....	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11

Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring		0 30
Do., Rainbow	0 15	0 16
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla		0 10½
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 50

Fat Hens in Demand

Toronto.

POULTRY. — There is a big demand for live fat hens due to the Jewish Festivals having commenced. The market however, is unchanged except for spring chickens which have declined three to four cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 35	$0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 30	0 30
Fowl, under 4 lbs.	0 28	0 28
Ducklings	0 25	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 36

Prices quoted to retail trade—

	Dressed	
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring		0 45
Ducklings		0 40

Strict Legislation in Regard to Sale of Ripe Olives

Following an investigation by the State Board of Health in California, legislation has been enacted declaring ripe olives to be adulterated within the meaning of the California Pure Foods Act, unless, before being offered for sale or consumption, all pickling, handling, cooking and other preparation of the product shall have been carried on in strict conformity with the Foods Sanitation Act. Ripe olives shall be deemed adulterated unless the same have been sterilized at a temperature of 240 degrees Fahrenheit for a period not less than 40 minutes by means of a retort or autoclave which shall be controlled by an automatic self-recording thermometer or heat-measuring device in proper working order, and that the temperature records shall be available at all times to representatives of the State Board of Health.

This legislation has been necessary in view of the number of deaths that have occurred from botulism contracted from eating ripe olives.

White Rubber Aprons Instead of Linen

A grocer in Western Canada, with a distinctive meat and provision department in connection with his grocery store, had the man in charge wear a white rubber-coated apron in preference to the white linen ones so generally worn. This enabled the man to look perfectly clean all the time. It tended altogether to cleanliness, and proved much more attractive to the average housewife shopping in the store, as the linen so easily became soiled, and in such a condition created a natural repugnance.

Gives Samples Away With a Purchase

A grocer in London, Ont., had a very novel idea to stimulate trade on a Wednesday morning. He wrote to large number of manufacturers for samples of their products, also cook books, etc. He then purchased 200 ordinary six-quart fruit baskets and filled them with the samples. He then dressed one window with these baskets which made an attractive display and something out of the ordinary. A large show card was placed in the window stating that a basket of samples containing at least 75 cents' worth of merchandise would be given to every purchaser of one pound of their special blend of tea, on Wednesday morning only from ten to twelve o'clock. By noon every one of the 200 baskets were disposed of and a few people were disappointed.

Illustrating the provision section in Groceteria No. 1 of H. O. Kirkham Ltd. stores, Victoria, B.C. Note the attractive display of meats and vegetables.

DON'TS TO SALES CLERKS

Don't say: "Is that all?" The customer feels that you are anxious to get him off the premises.

Don't chew gum. The reason is sufficiently evident.

Don't hum while the customer is deciding. If your reason for doing this is to hurry up a purchase you will find it has the opposite effect.

Don't gaze out the window while making a sale. Customers like to think that they are a little more important than a passing street car.

COST OF BUILDING

It will cost the Hudson's Bay Company 25 per cent. more to complete their big store at Victoria, B.C., which was held up during the war, than if the work had been completed at the time it was first undertaken. The company has let a contract to a Winnipeg contractor to complete the building.

GETS ADVANCE INFORMATION

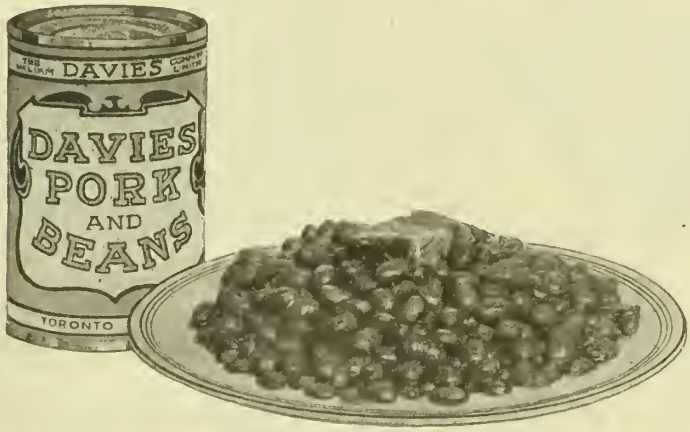
Walkerville, Ont.

MacLean Publishing Co.

I have taken Canadian Grocer for the last ten years and find it a valuable asset to my business. The market quotations are always correct and the information much in advance of the wholesalers' information.

Aug. 24, 1920. *Albert W. Webb.*

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



Wonderful! — Delicious!

These are the words which express the sentiment of thousands of housewives all over Canada, after they have tried Davies' Pork and Beans.

This satisfaction means repeat business for every dealer who features this brand, as when once Davies' products are taken into the home, they will be asked for again.

If you haven't already placed your order for Davies' Pork and Beans, do so at once. Either mail to us direct, or give same to our salesman.

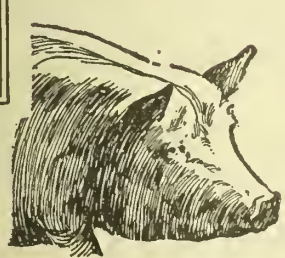
You should also feature Davies' Lunch Tongue, Corned Beef, Tomato Soup, Ox Tongue, etc.

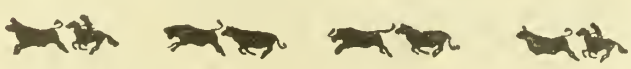
Drop us a postcard for current prices if our traveller is not calling regularly.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO

Montreal **Hamilton**





MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

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Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 343 Garry Street, Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you
DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

Appetizing!

Schneider's Pure Meat Sausage is not only appetizing but clean, wholesome and nourishing. The best meat is used and they are of the delightful flavor that brings entire satisfaction.

Schneider's Guaranteed Bacon

is of the best quality which is something everybody is looking for these days. Guaranteed pure and tasty and certain to satisfy those customers who prefer a wholesome breakfast dish.

Reliable provisions such as these are bound to bring continuous sales.

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

"SALTESEA" OYSTERS

Sell
Saltesea
Oysters
in the
Glass Jars

Read a leading grocer's opinion

"The 'SALTESEA' glass package has proven to be a real factor in assisting the retailer to make a better profit from his oyster department," remarked Mr. Reeve of Michie & Co., Toronto, to a Canadian Grocer representative recently. "I know the exact cost and the profit derived from every sale. There is no overflowing of measure, no leakage, no waste of any description that eats up the profit, and the customer gets his oysters in a clean, sanitary manner with all the natural salt sea flavor retained."

Can we add your name to our already large list of satisfied retailers?

THE OCEANIC OYSTER CO. OF CANADA LIMITED

MONTREAL

BRUNSWICK BRAND
Sea Foods

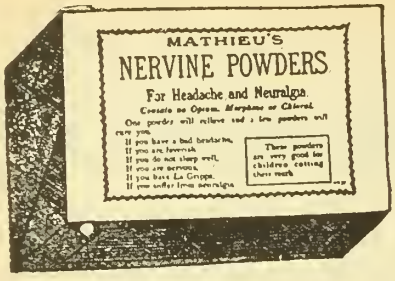
.... the popular and profitable sellers

These canned fish foods sell well wherever they are introduced. Being cooked they are ready to serve at once, and their great convenience and tempting flavor, coupled with their most reasonable price, offer a selling appeal that few women can resist, and the best part of it is that *Brunswick Brand* sea foods invariably win steady repeat orders.

Grocers featuring these choice canned sea foods are assured not only of rapid turnovers, but also of a profit margin on each sale that is exceptionally good. Get ready for a bigger fall fish business this year by stocking up with *Brunswick Brand*—the line that never fails to make good.

Connors Bros., Limited
Black's Harbor, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.



A Real Relief

Both for yourself and customers. You will be relieved of any anxious moments—because they sell well. The purchaser will find them an instant relief for Headaches, Neuralgia, Nervousness, Fevers, etc.

An order to-day will bring satisfaction to-morrow.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE - QUEBEC

Do You Sell Mellow

"MELLOW"
TRADE MARK
FOOD PRODUCTS

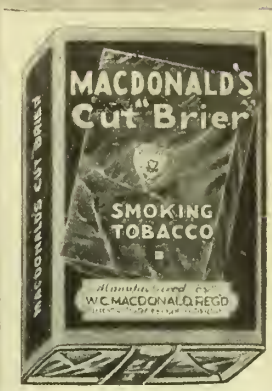
Looms Large
in the Housewife's Estimation
for Lemon Pies

Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

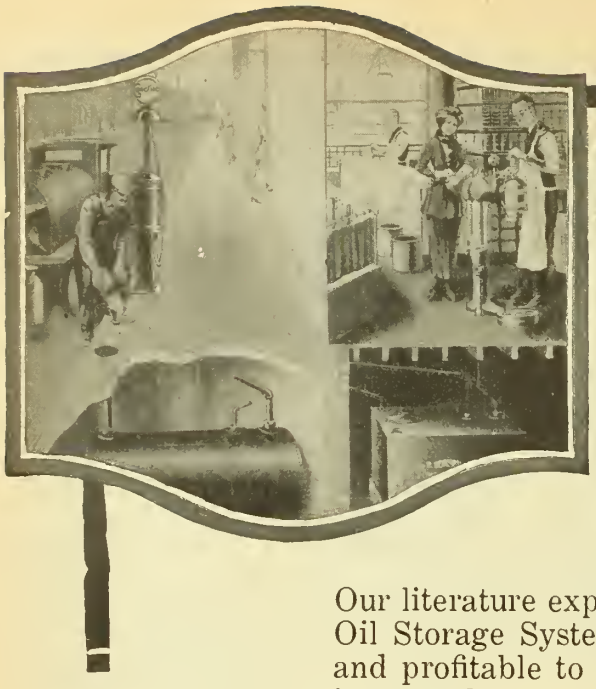
"The Tobacco with a heart"



Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols".

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

DEL MONTE Products are the kind of steady, active profit-makers that make business a pleasure

They're moving all the time – turning over your investment quickly and easily – and building up consumer good will that means better business for all time to come.

CALIFORNIA PACKING CORPORATION
SAN FRANCISCO, CAL.

Over a hundred delicious varieties

Here's the Window that Sold $40.00 Worth of Sauce in a Week

THERE is a steady demand for Lea & Perrins' Sauce. Its reputation is such it sells itself. But you will treble your sales if you display this brand. Mr. Charles Shields, of Toronto, finds the price no detriment. Let your customers *see you have it.*

Lea & Perrins' Sauce is a sure repeater; it satisfies customers and is a great asset in building a permanent business.

"IT just seemed as though people were waiting for this line to come back," he remarked to Canadian Grocer recently. "Many people, after viewing the window, came in and asked for a bottle, expressing their delight at the fact that it is again available in this market. The price, although higher, has not affected the sales. My opinion is that a merchant can sell anything of quality, provided effort is put behind it."

HAROLD SEDDON

137 McGill St., Montreal, Canadian Agent.

Lea & Perrins Sauce

This is Peach Time!
Plum Time!
Pear Time!

Let us fill your requirements.

Fresh Shipments
Spanish Onions
— Cases and ½ Cases

Malaga Grapes Bartlett Pears

WHITE & CO., LTD.

High Class Fruits
TORONTO
Main 6243

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of
FREESTONE PEACHES
NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,
LIMITED
GUELPH *Established 1861* ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 35
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case	0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2s Pork and Beans, Plain, 2 doz. to the case	1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1,75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts., Aylmer Quality	1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1 65
	Per doz.
Pints, Delhi Epicure	$2 75
½ pints, Red Seal	1 25
Pints, Red Seal	1 90
Quarts, Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.
CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario
Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal
KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

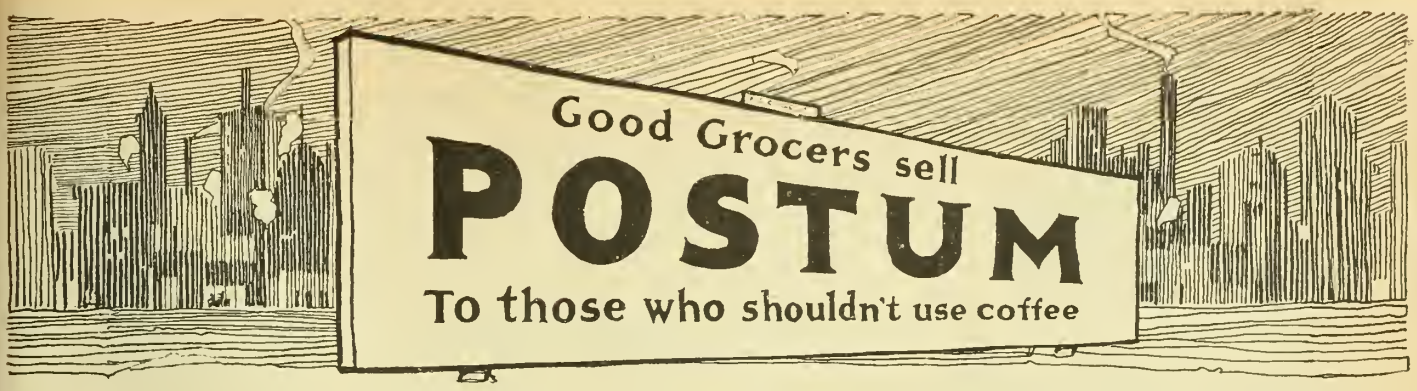
Laundry Starches—Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30
Culinary Starch 4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. (20-lb. boxes ¼c higher, except potato flour.)	0 15½

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45



¶ Postum Cereal and Instant Postum are products that fill a specific need; that are supported by consistent and heavy national advertising; and that provide a generous profit for grocers.

¶ Both forms of Postum require but little shelf-space and small investment; turn over quickly and show no waste.

¶ Merit and advertising have established a strong, steady demand—

Sale Guaranteed!

Canadian Postum Cereal Co., Limited, Windsor, Ont.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

Sell Marsh's Grape Juice—

A Drink that Satisfies

Prepared from sound Concord grapes — the pick of the vines, by up-to-date methods into a delicious, all-the-year-'round drink, that sells well.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

ESTABLISHED 150 YEARS

1770. 1920.

By Royal Appointment.

DAY & MARTIN, LTD.

The House with a History.

In recommending Day & Martin's Wax Shoe Polish, in the Tin with the "Tab," you may be sure that you are offering a polish which has just the points that give satisfaction to your customers, and make them regular users.

1. It responds instantly to the polishing brush.
2. The shine is bright and dense.
3. The DAY & MARTIN shine remains bright beneath the day's dust, so that a flick and rub with a cloth restores the brightness, without any further immediate application.
4. It is waterproof, and throws off the raindrops like a "duck's back."
5. Only the highest grade Waxes and Pure Turpentine are used in its manufacture.
6. It is so thoroughly British.
7. The "temper-saving" Tin, can be opened at once by means of the simple "Tab" device.

Here is the Tin.
The Tin with the "Tab."

Sell your customers Day & Martin's Wax Shoe Polish, and you will still further add to your reputation for always supplying the Right goods.

Prices and samples on application to :—
DAY & MARTIN'S Agents throughout the Dominion,

HARGREAVES (CANADA) LTD.,
24, Wellington Street West,
TORONTO.

Winnipeg Vancouver

10-lb. tins, ½ doz. in case..	6 85
20-lb. tins, ¼ doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATIN	
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED	
Black Watch, 10s, lb.....	$1 26
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes.....	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont.	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$6 25
Perfection, ¼-lb. tins, doz...	1 70
Perfection, ½-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00
SWEET CHOCOLATE	
	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ..	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIES, LTD. 14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 60

Raisins

What is left of last year's crop is moving out rapidly at quite high prices—but there does not seem to be any help for it so long as the Americans continue to use so many for beverage-making purposes. Almost any thing that looks like a raisin is in big demand in the States at present, when the market is practically bare and while awaiting the fruit from the new crop.

The stocks here are quite small, in fact the smallest we can ever recall.

We quote for prompt

Griffin Seedless	15 oz.	30
Thompson Seedless	25s	30
Griffin Seeded	15 oz.	27½
Sunmaid Seeded	15 oz.	27½
Griffin Staple Seeded	15 oz.	26½
Choice Staple Seeded	11 oz.	19

All from Cold Storage *Send Us an Order*

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

BEAVER BRAND BLUEBERRIES

We are now making deliveries of our new pack—**BEAVER BRAND BLUEBERRIES**, Standard No. 2 cans. The quality is guaranteed. Order your season's requirements at once before we are all sold up. Price and samples gladly furnished on application.

J. W. WINDSOR, LIMITED
MONTREAL

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Salt Plant, Windsor, Ontario

THE BEST SALT

For years, the Canadian Salt Company products have been leaders. Quality and purity characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt

Windsor Cheese Salt

The best equipped plant in the Dominion and scientific skill have combined in making our salts famous throughout Canada, for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BUYERS' MARKET GUIDE

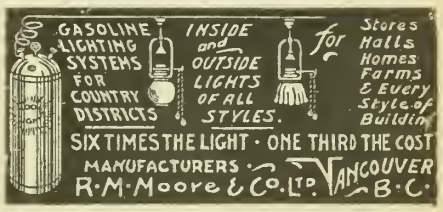
New crop Honduras rice—— Carolina style — and fancy Blue Rose Texas opened at three cents per pound under last year's opening price. The opinion amongst importers is that these prices will hold for some time in view of the fact that the farmers in New Orleans and Louisiana have agreed to hold opening prices and for the present rice is figured on that basis.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Buildin
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Sugar

We still have some Sugar to sell, at the twenty-one cent (21c) Montreal basis for bags. Granulated.

Write for prices on Yellow.

JOHN GARVEY & SONS
Wholesale Grocers
LONDON -- ONTARIO

In Grandmother's Day

Cow Brand Baking Soda was a trade satisfier and a business producer.

To-day, it stands the same old reliable, always the best, a stock of which will mean repeat orders and satisfied customers.

Ask your wholesaler for Cow Brand Baking Soda, the quality goods.

CHURCH and DWIGHT
Limited
MONTREAL

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

These sardines sell at a moderate price—they possess a tempting flavor and will suit your customers who are looking for a fish that is not too expensive. They will make good luncheons and quickly, too.

Fished from the waters of Norway.

Order a stock from your wholesaler to-day

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

A Dependable Sugar For Preserving

If you please the average housewife you can depend on further sales. This season is a particularly good time to suggest Royal Acadia Sugar. It will give satisfactory results when preserving and cooking—and will also yield profit to you.

"Royal Acadia" comes in 2 and 5 lb. cartons, 10, 20, 100 lb. bags, half-barrels and barrels.

Say your next order will be "Royal Acadia" and write us to-day.

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd. Toronto

When you suggest *Brodie's* it means Satisfaction

It stands for Quality. A counter or window display of Brodie's XXX Self-Raising Flour will repay you.

Your customers will find it just the thing when desiring best results in making Pancakes, Muffins, Biscuits, etc.

Order from your Wholesaler or Jobber.

Brodie & Harvie, Limited

BLEURY STREET
MONTREAL

Ontario Representatives:
Chadwick & Co., Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, Toronto

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5Fenchurch Street, London, E. C. 3, England

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KKOVAH CUSTARD

.... a steady, profitable seller

Kkovah Custard powder makes a rich, creamy custard without the **use of eggs**—a feature that, combined with its delicious wholesome flavor, has made it an extremely popular line and one that grocers can always depend on for satisfaction and a real good profit margin.

Every one of the **Kkovah Products** listed below are time-tested, proven sellers and satisfaction winners of the highest degree. They are manufactured from the purest ingredients and their quality is worthy of your highest recommendation.

The "Kkovah" Products

Kkovah Health Salt	$1.80 per Doz.
Kkovah Custard	$1.70 per Doz.
Kkovah Egg Substitute	$1.50 per Doz.
Kkovah Lemon Pie Filler	$2.00 per Doz.
Kkovah Chocolate Pie Filler	$2.00 per Doz.

Sole Agents for Canada

MACLURE & LANGLEY

MONTREAL TORONTO WINNIPEG

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

GROCERY CLERK, FULLY EXPERIENCED, for country grocery store. Good advertiser and ticket writer. State wages and experience. No booze artist need apply. Apply to Frank Vickers, Lomond, Alberta.

WANTED—GROCERY CLERK. MUST BE thoroughly experienced and energetic. Apply giving references and wages required to Minburn Farmers' Co-Operative Association, Ltd., Alta.

FOR SALE

GROCERY, FLOUR AND FEED FOR SALE IN town of 3500 population, situated on Georgian Bay. Good going business and money maker for right party. For information apply to Box 252, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERS' COMPUTING SCALE, new, capacity 100 pounds. Price $85 F.o.b. Penetanguishene. M. A. Gendron, Penetanguishene, Ont.

FOR SALE—GROCERY, BOOT AND SHOE business for sale in live Northern town. Turnover last year $70,000 (seventy thousand). Will sell or rent building. Ill health reason for selling. Apply Box 270, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—TWO HUNDRED ACCOUNT CREdit File. National Cash Register make. Box 437, Dundas, Ont.

FOR SALE—GENERAL MERCHANT'S BUSIness with branch store, Post Office. Store, $5,000; branch, $1,500. Total stock about $6,000, or would take in partner, $6,000 capital. Vancouver Island. Apply Box 262, Canadian Grocer, Toronto.

FOR SALE—GROCERY BUSINESS WITH POST Office, large eight-roomed house and garage. Good district Toronto, doing $1,000 weekly. Stock and fixtures about $4,000. Genuine money-maker. Box 264, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

To get business you must go after it. Others do it through this section —why not YOU?

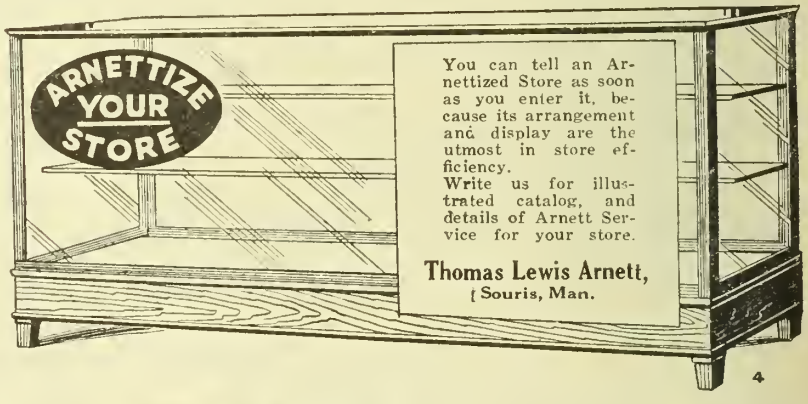
OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

AGENCIES WANTED

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

4

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us.
Price, small box—15 cents. $1.00 per lb. in bulk.
We also manufacture a very effective Gopher Exterminator
BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.

The best selling proprietary in Canada

ENO's FRUIT SALT

Can now be had in pre-war quantities

Like other successful products Eno's Fruit Salt pays the price of success by being imitated in would-be substitutes which cost less and do less.

During the last three or four years of war-forced shortage many dealers—in an honest effort to satisfy their customers—were foolish enough to try to sell these substitutes, which hurt their trade and reputation for quality.

Now, those who know the value of Eno's ; regulating the system and keeping it pure, will not accept substitutes.

The wise wholesalers appreciated this fact and when they could get the genuine Eno's they pushed its sale.

We are glad to announce that all live wholesalers and 90 per cent. of the retailers are well stocked to-day.

A word of warning—Keep a large stock on hand, for Eno's Fruit Salt is the best selling proprietary in Canada.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

304

Sole Agents
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney

By Staff Correspondent

HALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature

From the Canadian Grocer, Aug. 6th, 1920. Reprinted by permission.

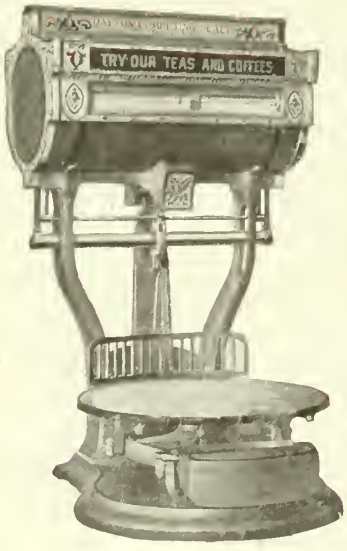
No Waits for Weights Here

Hopgoods' trade is growing. Quite naturally too, for Halifax people like to deal in up-to-date, progressive stores. The complete equipment at Hopgoods insures quick service to customers. And Halifax people know that they get honest weight at Hopgoods, for

Dayton Computing Scales

are used. Enough of them to make "waiting for weight" unnecessary. Such service pleases customers and draws customers. Dayton Scales save time for Hopgoods, too—employees' time—which Hopgoods pay for—and the accurate weight prevents loss through overweight.

Let us tell you about Dayton Computing Scales. Write to our nearest office for descriptions and prices.



Dayton Computing Scale Model 148. Electric

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

Offices in Principal Cities.

CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, SEPTEMBER 24, 1920 No. 39

Ingersoll Cream Cheese

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed
Avoid imitations
INGERSOLL
CREAM CHEESE
To all those strong and savoury which pleasing to the taste
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
SPREADS LIKE BUTTER
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA

MADE IN CANADA

THE Popular Seller

Sell Ingersoll, the Cream Cheese that has won the confidence and approval of Canadians through its superior quality; soft, spreadable texture and wholesome flavor.

An attractive, heavily paraffined carton preserves every bit of the goodness we put in it until it reaches your customer's table. Order from our nearest agent.

AGENTS

The Ingersoll Packing Co., Ltd., Toronto, Ont.
Cyrus King, Hamilton, Ont.
Chadwick & Co., Eastern Ontario.
G. W. Nickerson Co., Prince Rupert, B.C.
G. T. Armstrong & Son, Ltd., Sherbrooke, Que.
The Whyte Packing Co., Montreal, Que.
J. H. Trowbridge, Ottawa, Ont.
Mason & Hickey, Vancouver, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Brandon, Lethbridge, Fort William.
Albert Dunn, Quebec, Que.

THE
Ingersoll Packing Co., Limited
INGERSOLL, ONT.

"Spreads Like Butter"

"Of Course She Does!"

Every woman who prides herself on the appearance of her home will welcome your help in choosing a Polish that enables her to have a sparkling finish on her floors and furniture.

You may have a good customer who has not yet experienced the superiority of O-Cedar Polish. She may be using another brand because no one has suggested that she use O-Cedar. She will thank you for telling her.

"But"—you say, "Does a woman like to be reminded?"—"Of course she does"—she appreciates your advice.

Try it and see—you will be surprised how many extra sales you can make by just an occasional word of reminder about the merits of O-Cedar Polish and the O-Cedar Polish Mop. And to those who buy O-Cedar occasionally from you, suggest "an extra bottle," to be kept handy on the pantry shelf.

The men, too, are good prospects for O-Cedar Polish. One sale to a man who owns a car is pretty sure to make another.

Channell Chemical Co., Limited
TORONTO

CLEANS AS IT POLISHES
O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Public Confidence

The one big reason why **Borden's Milk Products** have won and held public confidence for sixty-three years is because they have kept strictly and continually to their original high standard of excellence and purity.

Borden's intensive National Advertising is constantly at work acquainting prospective **Borden** users with this purity and quality leadership as well as reminding the already vast circle of satisfied Borden friends that **Borden's Milk Products** still lead. Take advantage of this "sales-producing" publicity by featuring **Borden's** in all your displays.

Borden dealers will be gladly supplied with attractive window and store display material on request.

"Ask for our New Window Strip."

Reindeer
Condensed Coffee
Condensed Cocoa

Borden's
Malted Milk

The Borden Co., Limited
Montreal

Eagle Brand
Condensed Milk

St. Charles
Evaporated Milk

EVERY ONE

of your customers, Mr. Grocer, is a purchaser of Pork & Beans, and nearly every one of them prefers

CLARK'S PORK & BEANS

With either Tomato Chili or Plain Sauce

Why ?

Because Pork & Beans is one of the most nutritious yet economical foods, and when they buy CLARK'S they know that they combine the highest quality, perfect cooking and delicious flavour with reasonable cost.

STOCK THE GOODS YOUR CUSTOMERS WILL BUY
Made in Canada *By Canadians*

W. CLARK, LIMITED

MONTREAL

TO THE CANADIAN COFFEE INTERESTS

We aim to give you full 100% efficiency and service

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—IN ALL INSTANCES—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
J. T. PRICE & CO., Hamilton, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

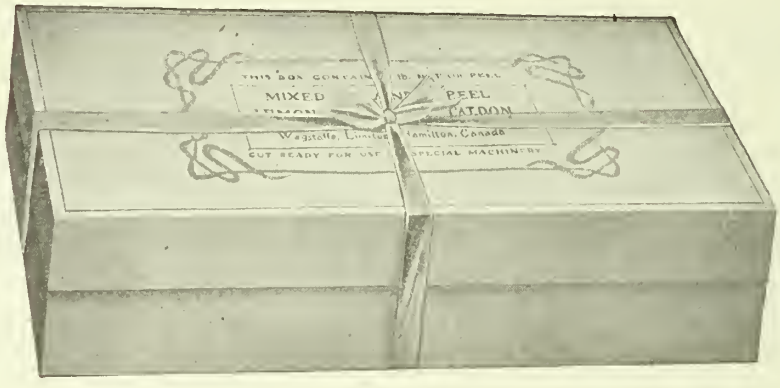
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER. St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

ARE YOU LOSING SALES ON LILY WHITE SYRUP?

The continued high price of sugar has stimulated the demand for LILY WHITE for use in autumn preserving.

We report a brisk demand from consumers for *Lily White* Recipe Books?

Are you anticipating the demand?

THE ONE OUTSTANDING SYRUP
FOR AUTUMN PRESERVING

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

Makers of Lily White Syrup, Crown Brand Syrup
Benson's Corn Starch and Mazola

UPTON'S Pure MARMALADES and JAMS

Have you tried our 1920 Pack?

Steadily pushing ahead in sales, making new friends; daily bringing fresh delights to Canadian tables. Made only from pure fruits and granulated sugar—that's why.

Our national advertising helps, too.

Order your supply to-day.

THE T. UPTON CO., LTD.
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Co., Toronto, Ont.
Rose and Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg
WINNIPEG
Repr.: A. E. Hanna

DISPLAY Your GOODS

Don't hide your wares from human eyes
Don't fail to make Display
For your appeal to appetite
Means profit every day

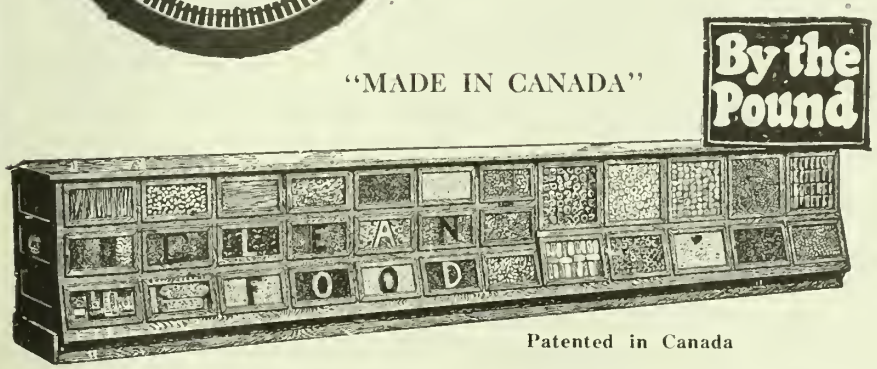
Send in coupon for information. Tell us if you want us to tell *You* how to make bigger profits.

DON'T hide your light under a bushel just because you have bushel-baskets in the store. Bring out your attractive bulk goods and show them in a way to make every customer want them. These appetizing goods cannot sell themselves if hidden *behind* a counter.

Put them in the front rank where they will fight and work for you. Show them *under glass* in a Sherer Counter, where every eye will *see*, and every appetite *clamor* for them.

And don't forget that you make more for yourself, and save something for your customer, every time you sell bulk goods.

"MADE IN CANADA"



Patented in Canada

Sherer-Gillett Ltd.

Dept. 57

Guelph - Canada

SHERER-GILLETT LTD.
Guelph, Can. Dept. 57

Please send us your new catalogue and terms.

Name .....

Town .....

Province .....

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Purnell's

England's Best

Pure Malt
Vinegar
Pickles & Sauces

Speciality B V Fruit Sauce

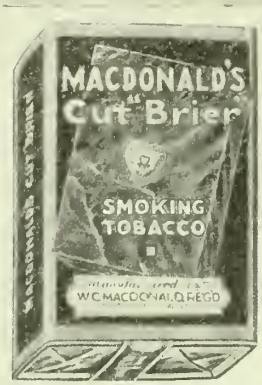
Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

"The Tobacco with a heart"



Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols".

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

Som-Mor Assists You

It's a stiff proposition to push every line of the hundreds in your store.

The reason why you should concentrate on the Biscuit in the Striped Package is because it's continuously advertised in over 300 newspapers and magazines in Western Canada.

In this way "Som-Mor" is being constantly pushed for you. You're missing the opportunity of an easy profit if you don't take advantage of this co-operation.

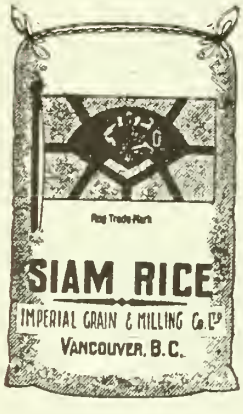
Sell more of the Biscuit in the Striped Package.

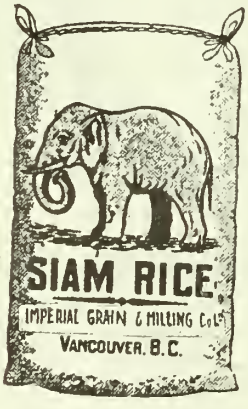
North-West Biscuit Company Limited

Edmonton Regina Saskatoon Calgary Vancouver

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Not A Substitute For Sockeye—

AN

ALTERNATIVE

WITH A SAVING

—

Wallace's

KILTIE

Brand

PINK SALMON

CAUGHT AND PACKED by
WALLACE FISHERIES Ltd.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

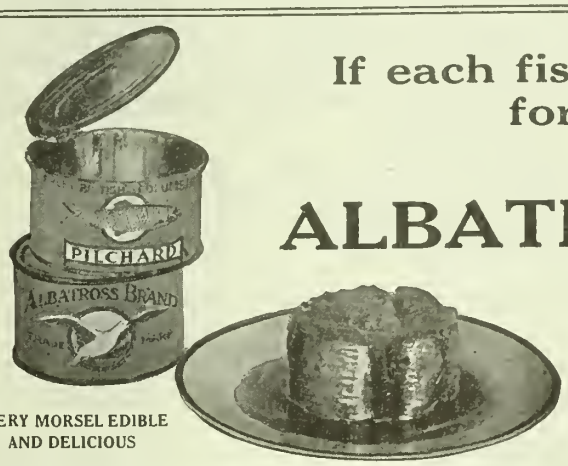
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
A purely Western organization with lots of experience. When appointing a representative for Saskatchewan appoint "Pritty."
If it's results you want—Pritty gets them.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

If each fish has not been opened up for thorough cleaning
they are *not*
ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B.C.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 343 Garry Street, Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

TEA LEAD

(*Best Incorrodible*)

Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.
Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced, energetic salesman.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

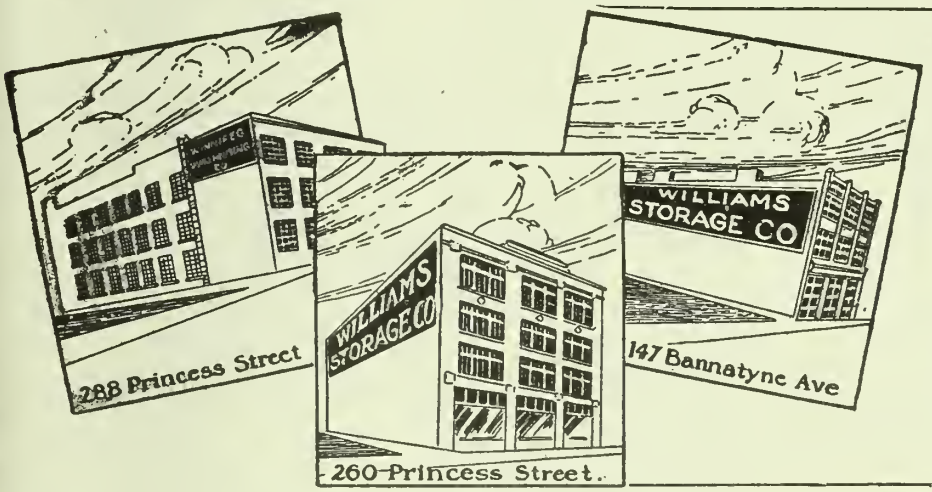
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

To get business you must go after it. Others do it through this section —why not YOU?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

In Writing Advertisers Please Mention This Paper.

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes—a size to suit every business.

A Boy can operate it.

Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors :

Dominion Confectioners Limited
229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St. MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

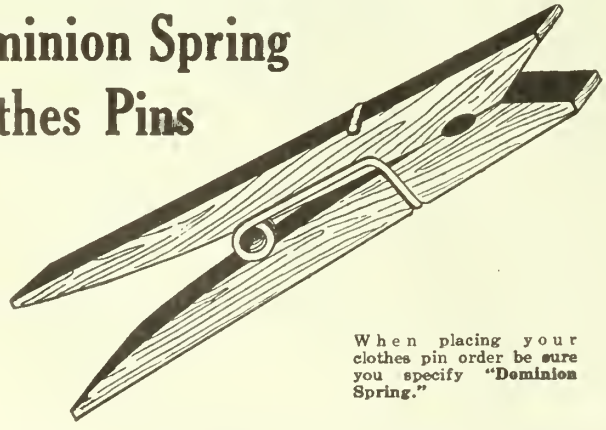
Reliable
Grocery Broker
Leaving For Europe in October
Manufacturers
desiring to reach the European Markets can do so by placing their Business in the hands of an Experienced Broker.
Address Communications
Canadian Grocer
178 Bleury St. Montreal

Say you saw it in Canadian Grocer, it will identify you.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

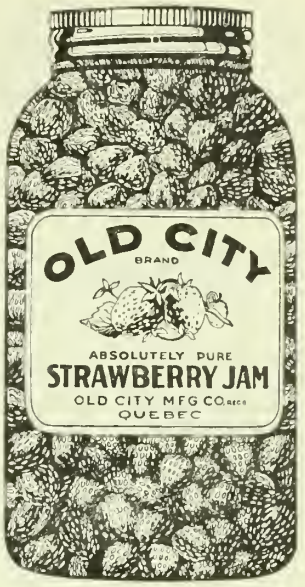
There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

It's Easy to Sell Old City Jam



"The Jam that is too good to put in Tins."

You need have no misgivings about the saleability of this pure, wholesome Jam.

Simply put it on display. Customers seeing the big, clear jars of pure fruit in its natural color will be tempted to take a jar home—it will remind them so much of the good old jam "Mother used to make."

And once Old City Jam is used, its luscious fresh fruit flavor—so satisfying to the palate—will make such a favorable impression that sales will inevitably increase.

Besides, when your customers buy this brand, they get from two to four ounces more jam, plus a glass jar, which is worth from 10c to 15c, depending on whether a two or four pound size is purchased. This means more all-round value than any other jam you can sell.

Display Old City Jams on your counter and shelves. It will surprise you how readily they will sell.

Old City Jams are made in five flavors —and are packed in sawdust to prevent breakages.

Place your order with your jobber now.

Manufactured by

OLD CITY MFG. COMPANY REGD., QUEBEC

"Makers of Jam too good to hide in Tins."

E. B. NETTELFIELD & COMPANY

General Sales Agents

50 Front St. East - Toronto

Represented by:—Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton. W. S. Watts, 124 Bruce St., London, for Western Ontario. J. H. Trowbridge, 256 Albert St., for Ottawa. R. M. Wyman, Yarmouth, N.S., for Newfoundland. Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

WHOLESALE GROCERS — JOBBERS

ST. KITTS DARK BROWN SUGAR

12½c.

F.O.B. ST. JOHN, N.B.

Write or Wire Your Orders to

CANE MOLA CO. OF CANADA, LIMITED

1706 Notre Dame St. East : : Montreal, Que.

King Oscar

Brand

Sardines

A profitable feature for your displays. Are the best sardines on the market—of excellent flavor and discriminating housewife's first choice.

Packed only from selected fish in purest olive oil.

Your Wholesaler Can Supply You.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

EUREKA

Grocers' Refrigerators

are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer. You need a Eureka refrigerator to take care of your perishable foodstuffs; the Eureka patented cold, dry air circulation system guarantees the highest efficiency with lowest consumption of ice.

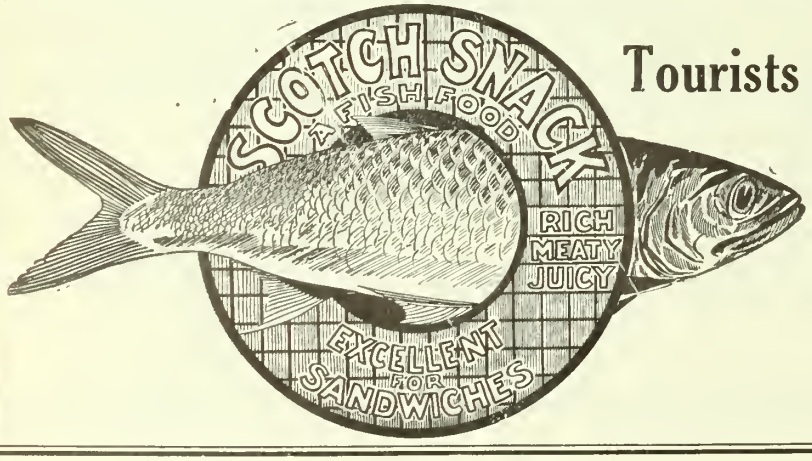
Buy the refrigerator that will give you an absolute guarantee against spoilage.

Write for free illustrated literature.

Eureka Refrigerator Co., Limited

Head Offices and Factories:

Owen Sound, Ont.



Tourists will like Scotch Snack

So will everybody. Be sure you have this fish well displayed. It is just the thing for making salads, sandwiches, croquettes, etc.

Nothing Just as Good. Be sure you mention Scotch Snack.

ARGYLL BUTE "Reg."

MONTREAL, QUE.

In suggesting APROL

THE SWEET OIL OF PERSICA

you are making a solid foundation for building Future Sales

APROL has proven such a delicious and satisfactory oil for shortening, baking, frying, and for making salads, mayonnaise dressings, etc., that it is steadily increasing in favor among the most particular housewives—you know that this means more sales for you, Mr. Grocer. Consequently have plenty in stock and display it prominently, so your customers will know you have it.

Our direct advertising campaign throughout the Dominion is behind you.

W. J. Bush & Co. (Canada)

LIMITED

National City, California Montreal, Que. Toronto, Ontario

Whittemore's
Shoe Polishes
Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

(HIGH PATENT)

Back Again

AFTER five years of Government regulation, we are permitted to manufacture, once more, our famous old high patent

PURITY FLOUR

Once more we are able to offer in this famous brand the best product of the world's best wheat; the popular flour for delicious bread, and light, flaky pastry.

Old friends of Purity Flour will share our satisfaction, and all friends, old or new, will appreciate the improvement in their baking with our high patent flour.

Western Canada Flour Mills Co., Limited

THE LAST WARNING

Blended Molasses is composed of mostly glucose, a little molasses, some water, bleached with chemical. Its sale, we fear, will kill the molasses business.

PLANTAGIONS LIMITED of Barbadoes, B.W.I., appeal to Canadian Grocers to protect their buyers by handling only **GENUINE BARBADOES**.

In order to put the genuine Barbadoes within the reach of all, *Plantagions, Ltd.,* have resolved to reduce the price of their super-fancy, the grade higher than extra fancy, from $1.80 to $1.33, Imperial gallon, F.O.B. St. John, F.O.B. Quebec, F.O.B. Montreal. This is about 9½c per lb. Barbadoes is all sugar—less than sugar prices. This is the Plantagions, Ltd., highest quality, sold only as *Windmill Brand*—the old kind made in the old-fashioned way.

Plantagions, Ltd., Barbadoes, have in store at St. John, Quebec and Montreal a limited quantity of their *Windmill Brand,* and will accept orders for one puncheon up, from all good-standing retailers, for immediate or deferred shipments.

To make sure of your supply, please telegraph at our expense.

Pure Cane Molasses Co.

of Canada Limited

Montreal and St. John

Sole Agents for

PLANTAGIONS LIMITED

There is Real Satisfaction in Selling the Best Products

Colman's D.S.F. Mustard
Keen's D.S.F. Mustard
are the best the world can produce.

Your customers all want these brands.

See that your wholesaler keeps you well supplied.

Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

ALBERTA POTATOES

NO. 1 WHITES, PACKED IN 100-POUND BAGS. FINEST QUALITY IN AMERICA.

NOW READY FOR SHIPMENT

WIRE OR WRITE US FOR QUOTATIONS

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN CALGARY, EDMONTON, ALBERTA

CANADIAN GROCER

VOL. XXXIV TORONTO, SEPTEMBER 24, 1920 No. 39

Merchants are Warned Against Selling Misbranded Articles

The Food and Drug Act Requires That all Packages Shall Be Plainly Labelled as to Contents, and Incorrect Statements on Containers Are Punished by Heavy Fines.

AN amendment to the Food and Drug Act has come into force which merchants will do well to carefully study. The Act dwells particularly on the misbranding of foods contained in packages. The merchant who offers for sale or has in his store exposed for sale articles labelled as a certain article and when analysed are found to contain substances foreign to the statement on the label, is held responsible for the sale and is subject to a penalty. Under the Act a package is defined as "any box, bottle, basket, tin, barrel, case, receptable, sack, bag, wrapper or other thing in which any article is placed or packed."

What is Misbranded Food?

The Act is as follows:

Food shall be deemed to be misbranded within the meaning of this Act,—

(a) if it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale and is not plainly and conspicuously labelled so as to indicate its true character.

(b) if it is stated to be the product of a country of which it is not truly a product.

(c) if it is sold or offered for sale by a name which belongs to another article.

(d) if it is so colored or coated or powdered or polished that damage is concealed or if it is made to appear better or of greater value than it really is.

(e) if false or exaggerated claims are made for it upon the label or otherwise.

(f) if in package form, sealed by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under the Meat and Canned Foods Act, and provided further that the Governor in Council make regulations deferring the operation of this subsection in whole or in part for such period as he may prescribe, up to the first day of July 1923.

(g) if sold as a compound, mixture, imitation or substitute, it is not labelled in accordance with the requirements of this Act.

(h) if the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients, or the sustances contained therein, which statement, design or device is false or misleading in any particular; or,

(i) if the package containing it, or the label on the package, bears the name of an individual or of a company, claiming to be the manufacturer or producer of the article, which individual or company is fictitius or non-existent.

Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labeled as such; and the words "pure" or "genuine" or words equivalent to these terms, shall not be used on the labels or in connection with such articles, and such articles shall be so packed, marked or labelled as not to be likely to deceive any person with respect to their true nature.

Penalties Imposed

(1) Every person who by himself or his agent or employee manufactures for sale, sells, offers for sale or exposes for sale any article of food or any drug which is adulterated or misbranded shall be guilty of an offence.

(2) Every person who attaches to any article or package of food or drug sold or offered or exposed for sale any label or mark containing any untrue or misleading names, devices or statements, or who neglects or refuses to label or mark any article or package of food or drug in accordance with the requirements of this Act, shall for a first offence be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding three hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months or to both fine and imprisonment.

Opening Prices Named on Oregon Prunes

These Prices Below California and Independent Opening Prices—First Shipment New Crop California Prunes and Apricots Due to Arrive.

THE opening prices on Oregon prunes have been named by the Oregon Growers' Association. These prices are 1½ to 2 cents below the California Association prices, and 2 to 3 cents under prices named by some of the independents. The crop of Oregon prunes is estimated to be 50,000,000 pounds, which is about the same as last year. It is interesting to note the difference between California prunes and the Oregon variety. California prunes are transplanted from the French stock, cured under the sunshine in the open air and are of a sweet flavor, while the Oregon are transplanted from the Italian stock, evaporated by artificial heat, and have a tart flavor. The Oregon prune is a great favorite with the English people on account of its tartness, and it is estimated that in the neighborhood of one-half the crop will be exported to Great Britain. The following are the prices named by the Association for Oregon prunes:

OREGON ITALIAN PRUNES—	Prices in 25-lb.boxes
30/40	0 17¾
40/50	0 15¼
50/60	0 13¼
60/70	0 11¼
70/80	0 09¾
80/90	0 08¼
90/100	0 06¾
100/up	0 05¼

OREGON PETITE PRUNES—	
40/50	0 17¼
50/60	0 14¼
60/70	0 11¾
70/80	0 10¼
80/90	0 08¾
90/100	0 08¼
100/up	0 06¼

These prices are f.o.b. Oregon and are subject to duty, freight and exchange. As the exchange is a considerable factor in determining costs, a definite laid-down price cannot be named until shipments arrive on spot.

New Crop Prunes on the Way

One car of 1920 crop of California prunes and one car of apricots are due to arrive in Toronto within the next week. These cars have been shipped by the California Prune and Apricot Growers' Inc., and have been shipped from the Santa Clara Valley, where the prune harvest is always from one to two weeks ahead of the other growing districts.

Hot weather during the last week in August and the first week in September have ripened the prunes very fast in practically every district in the state and the picking and drying season is now in full swing.

Previous estimates, which placed this year's prune yield at from 180,000,000 to 200,000,000 pounds, still are holding good, and unless cloudy weather or unseasonable rains damage the crop it will probably total close to 200,000,000 pounds, in comparison with last year's production of 250,000,000 pounds, the largest crop ever packed in the history of the prune industry.

"No Need of Worry About Sugar"

Manager of Grocery Department of Goodwin's Ltd., Montreal, Believes That About Christmas Time the Price of Sugar Will Range Around 15 Cents—Decline Will Be Gradual.

MONTREAL. — (Special.) — "In my opinion" said J. Bailey, manager of Goodwin's, Ltd., grocery department to a Canadian Grocer representative. "There is no need to worry about the sugar situation. No one has large enough stocks on hand to lose anything on account of the present decline in the market. Nevertheless some merchants have cut prices considerably in order to get out from under the small stocks that they have on hand. We have reduced our prices to twenty-one cents a pound, but it is only to meet competition. I firmly believe that sugar is on the downward trend, but the movement is slow and will be slow. I believe that by Christmas time the price will range about fifteen cents a pound but in that time all sugar supplies will have changed hands. There is certainly no need for worry among the grocers.

"It is very true that in some parts of the United States the price of sugar is lower than it is here but it must be remembered that when sugar was at a premium, it was cheaper in Canada than it was in the United States. In my opinion the Canadian refiners have done well by the Canadian public. The tables are turning now. Sugar is cheaper in the United States than it is here, but when the new raw sugar reaches Canada and our refiners begin to work on the new stocks we will have just as cheap prices here. I think that in the meantime the Canadian public and the merchants should stand by the refiners who served them so well during the severe shortage. There is no reason for any panic in the sugar market, at least as far as the retailer is concerned."

Coffee Futures Lower

Green Brazil Coffee Dropped to Half What It Was a Year Ago—Spot Stocks Not Affected Until November.

AS already pointed out in the market reports of Canadian Grocer, the primary markets for coffees continue to be easy. The prevailing weakness is largely traceable to the lack of European demand, and hence the arrivals at the port of New York, while just about of average volume, are proving to be excessive. This condition is augmented by the fact that a large part of the arrivals were deficient in roasting qualities and were pressed for sale, being unfit for delivery on the large contracts made months ago for shipment to the United States. Financial stringency and restricted credits are also reasons given for the slump in coffees. Compared with quotations on futures a year ago, the price for green Brazil coffee has dropped to less than half what it was on August 31, 1919. On that day September coffee was quoted around 18 cents, while on the same date this year the quotations were around 8 cents. These lower quotations, it is stated by importers, will not affect the local market until probably some time in November.

Viewed from the angle of supply and demand, importers state that the coffee market is as strong as ever. They point out that there is no undue accumulation in either producing or consuming countries. The Brazil 1920-21 crops are below the average and below the world's yearly requirements. It must be recognized that Europe has not been buying as freely as was expected. Last crop year the deliveries there were about 7,000,000 bags; before the war the deliveries were about 11,000,000 bags. The world's consumption last year was from 17,500,000 to 18,000,000 bags. The world's 1920-21 crops are estimated as from 17,000,000 to 17,500,000 bags, and the total visible supply on July 1 was only 6,675,000 bags. This suggests that the visible supply on July 1 next year will be the smallest in twenty years, so that if there should be any serious curtailment of the crops now growing in Brazil there is probability of a famine before 1922-23. Moreover, prices prevailing in many producing countries are so low as to give little encouragement to growers.

James Brousea, Iroquois, Ont., was sentenced to one month in jail for receiving sugar stolen from the grocery of D. A. McGee, Cardinal, Ont.

Urges Conference to Right Exchange

Speaker Before the British Chamber of Commerce Would Like to See Closer Relations Within the Empire in the Production and Interchange of Goods—Sir Edmund Walker Speaks of Difficulties in the Way.

By Staff Correspondent Canadian Grocer

TORONTO, Sept. 22.—The British Chamber of Commerce is meeting in this city, and at the Tuesday session a very interesting discussion took place on the present situation in exchange. At this time when exchange plays such an important part in the buying of merchandise in the United States, the remarks of the speakers on this occasion will be found of interest to the trade.

A resolution proposed by John F. Darling, of the board of directors of the London Joint City and Midland Bank, to memorialize the Imperial Government to call a conference to deal with the problem of stablization of inter-imperial exchanges, opened the discussion. The resolution carried, but in seconding the same, Sir Edmund Walker, of the Canadian Bank of Commerce, was frank in his statement of difficulties which must be born in mind. There were parts of the Empire, he said, in which the currency was based upon the pound sterling and parts in which it was the ordinary dollar. "We can never alter the fact," he continued, "that whatever we call our currency, our settlement place is New York.

"Exchange between New York and London is the result of the total of all goods sold by North America from all the world." That in a nutshell, he said, was the exchange situation so far as Canada was concerned, and if we put upon the pound sterling a value in dollars if we returned to a gold basis we could not do business for one moment except that somebody would undertake to make up the difference between $4.86 2-3 and the rate of exchange between New York and London as established by the trade of North America.

Sir Edmund said his purpose in making these remarks was not to seem indifferent toward Mr. Darling's proposition. Personally he was as ardent an Imperialist as any, but the difficulties were not of our making. They were not historical but geographical. Our financial centre was not London, but New York, and we could not escape the contiguity of the United States. He thought the inquiry should be made and that its results would be useful.

In his remarks, Mr. Darling said that: "It would be superfluous to emphasize the importance of increasing the production and interchange of commodities. That is the main object for which Chambers of Commerce exist. But in the talk of inflation and deflation there is a tendency to obscure somewhat the fact that fundamentally the production of commodities is more important than the credit instruments. Not that credit machinery was unimportant," he added, "but that its main function was to aid production, and it was within the province of Chambers of Commerce to see that credit fulfilled that function. In the work of reconstruction it was necessary to have a positive and distinctly constructive policy, and in shaping that policy to bear in mind that fundamentally currency or credit was not the master but the servant of commerce.

Debt to U. S. Payable in Dollars

"An important factor to be considered was Britain's debt to the United States Government. In round figures this was £1,860,000,000. But it was a dollar debt, and to the sterling equivalent would have to be added the discount which now affects the value of the pound. So far no interest had been paid on any of this debt, although, aided by gold shipped from the London banks, dollars had been provided to pay off Britain's share of the Anglo-French loan. There were further debts to the United States public amounting to £100,000,000, which must be paid at their respective maturities. But some day arrangements would have to be made to pay both interest and principal installments on the Government debt.

Should Get Together

"I suggest whether the time has not come for the Government of the Mother Country to take counsel with the different Governments of the Empire to see whether some plan cannot be devised to bring the British Empire closer together in the production and interchange of goods. The result would doubtless be that not only would the payment of the debt to America be facilitated, but there would be such a stimulus given to production and interchange as would mutually benefit both the Empire as a whole and the world at large."

In Canada, said Mr. Darling, exchange conditions were specially difficult. Canada was between two stools. The Canadian dollar was at a considerable discount compared with the United States dollar, but also well above sterling. "Her exports to the Mother Country as well as to other parts of the Empire thus lose a portion of the benefit they would receive were Canada on a sterling basis. This benefit would in the long run probably more than compensate Canada for any loss caused by her imports being at present so largely drawn from the United States.

"Why should we not follow the lead of the United States and introduce bills of exchange as a currency basis? It may even be possible in the light of their subsequent experience to improve somewhat the Federal reserve system. It is necessary to distinguish between the bill created on pure credit and that drawn against a movement of goods from one country to another."

"The proposed system could be established by the Bank of England opening branches in different parts of the Empire and the bank note would become in effect an Imperial note, and htse notes could be issued against self-liquidating bills of exchange.

"The pound sterling would be the unit of value throughout the Empire, except in Canada and India. The Canadian dollar and Indian rupee would require to have a fixed parity in relation to the pound sterling."

A. J. Hobson, a manufacturer, said the question should be looked at more broadly than to judge it from the difficulties of the moment. Not so long ago the exchange between New York and London rose to $4. It was lower now, not because England was in a worse position to pay its debts. Exports had recovered as compared with imports, and they were satisfied that the balance of trade would become favorable so far as England was concerned.

The reason why exchange had gone back was because London was bearing the financial burden of Europe. When any continental nation wanted exchange on New York they came to London and bought dollars.

"If the burden of reconstructing Europe had been borne a little more by America in the same spirit in which America came into the war, the burden would not be so heavy as it is with London."

HELPED BY HY. JOHNSON

The Canadian Grocer—Enclosed you will find $4.00 for renewal.

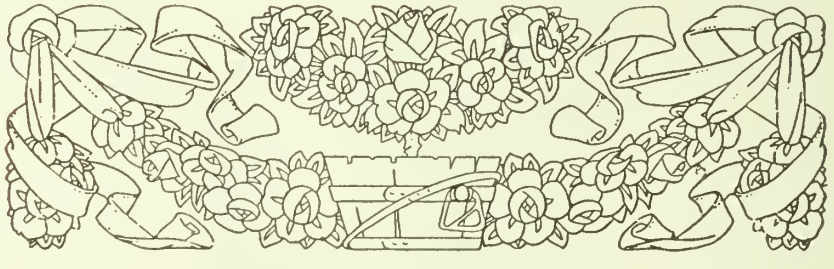
I would like to second the motion by Thorpe & Co., in your issue of Sept. 3, page 50. I feel as if Hy. Johnson, Jr., is an old friend of mine, for I have gained very considerable information from his articles, which has meant the successful running of the above business since its inception in 1916.

Wishing you every success,
E. WARREN,
Mgr. Point du Bois Supply Co.
Point Du Bois, Manitoba,
Sept. 18, 1920.

Window Display Sells 156 Barrels of Appels

Halpenny & Co., Ottawa, Sells a Car of Apples When His Neighbors in the Trade Say He is Making a Mistake in Buying That Quantity

MANY merchants are recognizing the fact that window displays are a valuable factor in building up sales and a medium by which many lines can be quickly moved off. Such was the experience of Halpenny & Co., retail grocers, Bank Street, Ottawa, Ontario, who a short time ago purchased a car containing 156 barrels of apples. Some of their neighbors in the business told them that they were making a mistake by purchasing that quantity at that particular season. Halpenny & Co. had confidence in their selling ability and proceeded to put it into effect. Several barrels were opened and placed in the window, tilted at a slight angle facing the street so that the apples showed up very nicely. The display was put into the window late in the afternoon and the lights left turned on after the store had closed for the day. The following morning, during the first hour, seven barrels were sold. These sales were all made over the 'phone to people who were not regular customers of the store, but had seen the apples in the window the previous evening. Some twenty-five barrels were sold the first day and in a very short time the whole shipment was sold and showed a good round profit for the firm.



Selling, Collecting and Wage Costs

How Jobbers Can Co-operate with Retailers, in Giving Many Helpful Hints in the Way of Increasing Sales—A Diplomatic Co-operation is of Benefit to Both Branches of Trade.

By HENRY JOHNSON, Jr.

WHEN a jobber offers a suggestion that is in line with sound business, are you one of those men who habitually look for his ulterior motive? Do you just naturally think that the jobber must have an axe to grind for himself in such cases? Do you say: "Oh, he's looking keenly after his own interests—leave it to him!"

If you are that kind of a merchant—forget it! Think instead of the indubitable fact that the jobber cannot pursue and promote his own true interests without promoting yours; for trade is bound up together. No factor can prosper alone. No one can live altogether to himself. None can suffer through any general cause without having plenty of company.

So be careful not to jump to unwarranted conclusions. When you see the jobber's effort to promote good business, study it carefully and with an open mind. Give him the benefit of the doubt until you examine what he is doing. Then if it be good, you can co-operate. If it be narrow and purely selfish, you will recognize that fact quickly enough and can disregard his efforts.

Let's not argue on that any more. You know what I mean. I am prompted to write this by two fine examples of jobbers' work I have just come across. One is helpful selling. The other is helpful collecting.

Margin so Wide It Endangered Trade

A certain jobber had always handled head lettuce in a small way because his territory was circumscribed. But he found a connection where he could buy it by the car and lay it in for less than half his former cost, so he bought a car. Next day his wife paid exactly the same price to her grocer that she had paid for the less-than-carload goods. He felt sure that if such practice were continued his market would not absorb carloads. So after much thought he issued the following circular letter to his trade:

"Gentlemen,—We will have on track tomorrow another car of California Imperial Valley head lettuce. We are giving this some newspaper publicity, doing everything within our power to create a demand, and we are meeting with unusual success.

"However, we want you to know that we are selling this lettuce to you very cheap to encourage increased consumption, but our efforts are thwarted in some cases by retailers selling at an excessively high price, perhaps having overlooked the fact that they are not paying the usual price for this vegetable. We have found in some instances that it is being sold at 35 cents per pound trimmed and 25 cents per pound untrimmed, which would yield a retailer about $8.75 per crate, or a profit of $5.25 on an investment of $3.50.

"For the present car we paid a slight advance, and will sell at $3.75 per crate, but at this price a retail price of 15 cents per pound in the rough and 20 cents trimmed would yield around 50 per cent. profit, and while we are so willing to work on the basis of a reasonable margin in order to put our market on the map and to be able to buy in carload lots so as to give you the minimum price, we feel that you owe us you co-operation in the distribution of these goods.

"This is but the beginning of a campaign of bigger things, and during the season it will cover many commodities that heretofore have been handled in our market in a drug store fashion.

"The people want these goods, and we want to get ourselves in a position so that you can sell them at the same prices as can be secured by the consumer in the larger markets."

Yours truly,

Advertising Plus Masterly Strategy Wins

Alone among numerous competing jobbers, this man has the courage to advertise. He talks fancy California head lettuce in his advertising and says: "Get it from your grocer—fresh today!" or words to that effect, regardless of the fact that other jobbers sell the same lettuce and he, as the only advertiser, promotes everybody's sales of lettuce.

Then he backs up his advertising with letters which evince the same character of masterly strategy to be seen in the one quoted. Read that letter over once or twice. Note how he begins with an appeal to those who like to handle fine goods. He follows with the most diplomatic statement that he is advertising the lettuce—at his own expense promoting the retailers' business. Then giving everybody a hole out of which to crawl, he says that "in some instances" his efforts are thwarted by those who, either carelessly or with shortsighted greed, attach a 60 per cent. margin to it. You put the shoe on if it fits. It generally fits.

He follows that with an indication that the prices he suggests will yield a mighty liberal margin. He says "around 50 per cent," thus following the custom of figuring on cost. He is excusable, perhaps, in this, because his customers probably figure the same way. The actual margin is, of course, 33 1-3 per cent., and on a commodity now sold so it will move freely, the grocer will make more net money than he did on what he sold at the much higher price.

This is the same jobber, by the way, of whom I told you recently, who got away with his advertising of a retail price on berries, much to the benefit of everybody. He is getting away with his lettuce, too, for where no carloads were sold before this past winter, he has sold five or more cars.

For whom is he doing all this? For himself, say you. Granted. He is no saint. He does not claim to be one. He wears no sprouting wings. But the point is that, in thus working, with unusual intelligence for himself, he is putting extra profits into the till of every retailer in his territory. Is that not enough to justify full and hearty co-operation? Evidently his customers think it is, for he is getting just that kind of support.

Hints on Collecting All Bills

Another jobber recently issued this letter to his salesmen:

"Gentlemen.—We cannot urge upon you too strongly the necessity of keeping your collections up—the necessity of urging all merchants to take their cash discounts where cash discounts are permitted—the necessity of paying all invoices when due—and the necessity of refraining from selling the fellow who permits his bills to run long past due. This is indeed imperative. In the history of our business we have never seen the demand for money so great as it is to-day. The banks are really right up against it, and they are asking for the co-operation of all business men to keep their collections up and to refrain from granting long-time credits.

"The small merchant, the country bank, the jobber, and the big banking institutions, must all co-operate closely, shoulder to shoulder, in order to keep business on an even keel during the stringency period. It is simply a case of all working together—the farmer, the retailer, the small town bank, the jobber, and the big banks.

"Some of you have your accounts in fine shape. We could not ask them to be better, while some of you have some accounts which are certainly dragging, and dragging badly. We are not helping the merchant in permitting him to let his

(Continued on page 30.)

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CANADA'S GREAT WHEAT CROP

ACCORDING to reports of the estimated wheat crop in Canada this year, it will net the Dominion a sum in excess of $700,000,000, and the exportable surplus to be applied to a readjustment of the exchange situation will approximate in value nearly half a billion dollars. This of course does not take into consideration the immense crop of oats, barley and flax and the abundance of fruit and vegetables which the present season has given, the value of which is very great.

Government statistics place Canada's wheat at 289,000,000 bushels as against 193,260,000 bushels for last year. The oat crop will aggregate 556,000,000 bushels as against 394,000,000 bushels in 1919. Barley will total 64,257,000 bushels as against 56,000,000 bushels a year ago, and flax will total 11,000,000 bushels.

The first carload of wheat sold on the Chicago exchange netted the owner $2.77 per bushel. The greater portion of the crop of wheat this year will be of high grade. But even estimating the average price at $2.50, the amount which the new wheat crop will bring will be in the neighborhood of $700,000,000.

CO-OPERATIVES' COMPETITION

DURING the past year the legitimate retailer has had much to contend with, in the way of meeting the competition of the co-operative clubs of the United Farmers, and also of labor organizations. Many close observers of the situation are of the opinion that this movement of co-operation in the handling of the necessaries of life is something that has grown out of the high cost of living, and that it is merely a spasmodic effort, flourishing for a time, and will gradually die out.

Bearing out this contention it would seem, is a report that comes to Canadian Grocer from the Fraser Valley in British Columbia. The ranchers and farmers out there have co-operated to buy feed for their stock and such other foodstuffs for themselves as they can purchase in quantities—endeavoring to eliminate the retailer, as far as possible. But the plan does not appear to be working out satisfactorily, and the retailer must be called on for many lines. Complaints are heard that the association method of buying leaves much to be desired. Quoting a rancher and a member of a co-operative club in the Fraser Valley, he states that in order to obtain sufficient bran, he has to take more of other lines than he really wants and members who can have to take and pay for anything that is refused, or has been ordered for members who find they are not able to pay for what they ordered. If the secretay is paid, he adds, there is jealousy over the position, and if he is not well paid he won't look after the job in the way that the average retailer does.

The manager of a departmental store in Saskatoon recently remarked to Canadian Grocer: "We were greatly concerned over the co-operative movement at one time, but not any more. The superior service and consistently reasonable price of the retailer win out over the amateur merchandising and petty jealousies of the co-operatives." There lies the solution of the problem, it would seem, a steady maintenance of good, efficient service, and reasonable, fair dealing.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

A new produce firm has been organized in Hartland, N.B., and is known as the Carleton Produce Co. W. Arnold Rideout, of Somerville, is the president, Arthur R. Sipprell, of the same place, vice-president, and Alfred S. Moore secretary-treasurer and general manager. The company will engage in the purchase of all kinds of produce.

NEW BRUNSWICK POTATO CROP DAMAGED BY ROT

Fredericton, N.B., Sept.—The shrinkage in New Brunswick's potato crop, as a result of rot caused by the recent rains, will be about 25 per cent., according to estimates made by Hon. J. F. Tweedale, Minister of Agriculture, on reports which have been sent to the Department of Agriculture.

There will also be a heavy and serious shrinkage in the grain crop as a result of the destruction that has been caused by rain, but no information of a sufficiently definite character has been received so far to indicate the extent of the loss thus caused.

QUEBEC

The proposed new $5,000,000 match factory is to be located near Quebec city. The exact location has not yet been decided upon. Immediately upon his return from England, Sir Alex. Maguire will produce approved plans, and the work of construction will at once commence. The factory will give employment to about 2,000 hands.

P. H. Crossfield, who has been for the past four years chief accountant with the Albertan Publishing Co., Calgary, Alta., has taken over the general store business of Jos. Rosse, at Sylvan Lake, Alta.

ONTARIO

August Hass, Kitchener, has sold to Ed. Pfanner.

J. W. Seeley, Belleville, Ont., has sold to W. H. Scales & Son.

John W. Chambers, of the O. T. Co., London, Eng., was a business visitor in Toronto this week. He is taking a trip to the coast.

A new cold storage plant, which it is expected will be one of the largest in the country, is planned for the border cities. It is stated that the new building will be capable of taking care of the cold storage requirements of a city of 500,000.

Pitt William Strong, Brockville, Ont., who passed away there a few days ago, was a pioneer cheesemaker in Canada. He established the factory system of cheese manufacturing in Leeds county as early as 1864. He was 83 years of age and is survived by his wife.

The United Farmers of Ontario had planned to open a store and warehouse in London, Ont., to handle goods commonly purchased co-operatively by their members. However, on account of a movement being on foot by the labor men of London to start a store, the farmers' scheme is held in abeyance, and an effort is being made to bring about joint action in the matter.

N. A. Marra, Amherstburg, Ont., has had his store closed for a week, while making extensive improvements to his place.

Employees of the George Coleman Baking Company, Toronto, waited on Mr. and Mrs. Edward Parnell at the King Edward Hotel and presented to Mr. Parnell a very handsome diamond tie-pin set in platinum, with a beautiful bouquet of American beauty roses to Mrs. Parnell, and also an address expressing appreciation of Mr. Parnell's many kindnesses to them, and their regret at his severance from the baking trade of Toronto, he having sold his interests to the Canada Bread Company.

Milling Expert Given Complimentary Dinner at Goderich

Goderich, Sept.—R. J. Megaw was recently tendered a complimentary dinner at the Hotel Sunset by the Board of Trade.

Mr. Megaw served his apprenticeship in Clinton, Ont., and was later in the employ of the Ogilvie Milling Co., and more recently he was mechanical superintendent of the Western Canada Flour Mills Company's plants throughout Canada. He is now practically retiring to reside in British Columbia, where he has many friends and relatives. Mr. Megaw was a prominent worker in the reorganization of the Goderich Board of Trade, and previous to being elected president acted as vice-president of the board. Addresses were delivered by A. Saunders on behalf of the manufacturers, and C. L. Moore for the Board of Trade.

Ottawa Pure Food Show the Best Yet

Held Annually by Retail Grocers of Ottawa in Connection with Central Canada Exhibition, It Attracts Thousands—One Hundred and Thirty-nine Exhibits.

OTTAWA, Sept. 18.—The Ottawa Retail Grocers' Association has brought to a successful close their annual Pure Food Show in connection with the Central Canada Exhibition. This year's exhibition of foods was the best ever held, both as to the number of exhibits and the interest taken in it by the many visitors. It was easily the centre of attraction at the Exhibition, the building occupying 300 square feet of floor space and containing 139 exhibits. It was daily thronged with thousands of visitors, anxious to examine and sample the various products. Generous samples were given away, and manufacturers exhibiting there will no doubt find their sales greatly stimulated, as evidenced by the interest of the visitors. The committee which was responsible for the success of the Pure Food Show was composed of: B. G. Crabtree, President of the Association; A. Cummings, chairman; A. W. Moreland, secretary; A. Phillips, T. Collins, T. A. C. Kennedy, A. E. Kelly, T. Sheenan, F. Burgess and G. Stoke.

On the Thursday evening the directors of the Central Canada Exhibition gave a dinner to the members of the Retail Grocers' Association to which invitations were also sent to the manufacturers and commercial travellers connected with the Pure Food Show.

A joyous spirit permeated the gathering, full justice being done to the fare and keen attention paid to the addresses. R. Clark Cummings, chairman presided and unhesitatingly pronounced the Pure Food Show to be the biggest and best in the world. In this he was supported by all the other speakers, who declared that the Ottawa show was far in advance of anything attempted heretofore, and bigger even than the Boston show which was given only once in every four years. Exhibition Manager J. K. Paisley, Mayor Fisher, B. G. Crabtree, F. W. Copp, of the Harris Abattoir, Ltd., Toronto, S. H. Moore, Toronto, F. Huband of Connor Bros., New Brunswick, H. D. Marshall, broker of Ottawa, E. Gamble, representing the Commercial Travellers, and H. Watters were among the speakers.

Like Early Closing Saturday Nights

Many Retail Grocers and Butchers Are Well Pleased with the Experiment of Closing at Nine O'clock Saturday Nights—Say They Have Lost No Trade.

ST. THOMAS, Sept. 18.—Saturday night early closing is proving a success in St. Thomas so far at least as some retail grocers and butchers are concerned. The members of those branches of the retail trade have signed up to close their places of business at nine o'clock every Saturday evening from October 1 until April 30 next, with the exception of the two weeks at Christmas and New Year's.

The idea was broached early last spring by the St. Thomas Retail Merchants' Association when virtually every merchant in the city agreed to close his store at 10 o'clock during the summer months and to consider closing at nine o'clock after October 1. But when the time came to finally discuss the question and give a decision, the dry goods and boot and shoe merchants were divided, and in consequence those stores are continuing to close at 10 o'clock for the time being.

There was no opposition to the nine o'clock closing hour from the grocers and butchers. Ten o'clock closing had made converts of the faintest-hearted of them. They said they had lost no trade during the summer, inconvenienced but few customers, and had been able to quit their work without that old dog-tired feeling. Also, they had found that earlier closing had made their clerks better satisfied with working conditions, resulting in greater selling efficiency.

"It's the finest move we ever made in St. Thomas," declared one of the leading grocers. "I am confident that nine o'clock Saturday night closing will become so popular with both the merchants and the public as well, that we will be adverse to changing back to 10 o'clock closing next May, and will decide to close at nine the year round."

Big Molasses Trade Under New Agreements

Expected that West Indian Molasses Will Come to Canada Freely Now—A Field for Development by the Grocer.

MONTREAL.—(Special) — Under the recently considered trade arrangements between Canada and the West Indies, Canadian Grocer understands there will be a much freer movement of molasses from the "Island" than has been usual heretofore. Canadian Grocer is informed by a reliable authority that the Canadian market will be given more attention than heretofore, and that large quantities of fancy molasses will find their way into this market.

Extensive tonnage of fancy molasses has been imported into Canada via Montreal, Quebec, and St. John for many years. In the eastern part of Canada, notably in the Maritime Provinces and Quebec, large quantities of this are received by the trade and sent out to them in the old fashioned puncheons. In other parts of Canada the handling of molasses in this manner has not been so extensive, owing to the difficulty of handling the large containers. It is stated that efforts will be undertaken to further popularize the molasses imported in this way, and, as it is claimed by many that the real old fashioned article is an excellent food, it is probable that any efforts to popularize this through the trade will meet with a good reception.

In discussing the merits of old fashioned molasses with a Montreal authority who has handled the product for many years, he referred to the deliciousness of the same when used in various ways. He referred particularly to the excellence of this product when used on the breakfast table, and in some parts of Canada it is considered an important part of the meal. Doubtless in many other parts of the country where the habit has not been formed of using this at this meal, there is room for cultivation of a taste that may become permanent. As there is so much substance in the product and as it contains so much food value, there will be many arguments in favor of making this commodity an integral part of the morning meal.

There would seem to be a big field for cultivation here by the grocer in various parts of the country, and as many are handling this product successfully, according to investigations made by Canadian Grocer, it stands to reason that others can popularize this article in various other parts of Canada as well.

SELLING, COLLECTION AND WAGE COSTS

(Continued from page 27.)

account drag, but we are doing him a distinct damage, for he, in turn, lets his customers hold up their payments and that is just what causes the trouble to-day. We must all do our bit. As a matter of fact, business to-day is straining the finances of this country to the uttermost, and these slow payments must be brought in and be shown the necessity of paying bills promptly and when due.

"You who have customers who are slow to pay and who permit their bills to become long past due should get after them and try to show them the necessity of paying promptly and also the advantage of keeping their accounts in good shape. I am sure that they will become better business men, better merchants, and better customers if they pay promptly.

"Yours truly,
"_____."

Can you think of any man who will carefully read that letter and not be benefited by it? Is there an unsound argument in it? Is there a word to which any man on earth can take exception?

And is this jobber seeking simply his own ends? Is he looking after his own interest solely? Cannot you see how silly it is to look at things from such an angle? The fact is that this jobber is benefiting directly every man, whether salesman or merchant, who reads such a letter. You cannot read it too many times yourself. In fact, you need such stuff in you own business to-day probably more than does this jobber.

How Money Declines in Value

In the days of King Arthur, say 600 A.D., men worked for a couple of pennies a day and women for a half-penny or farthing. There was discrimination between the sexes for fair those days—worse even than now.

These things we know in a vague sort of way, but few of us realize how brief is the time since money was worth many times what it is worth to-day. For example, I saw a few weeks ago an account of the building of the first hotel in New York. The Island of Manhattan was bought in 1626, as you remember. for $24. Of course that was cheap, but it was not as low a price as the same sum would indicate to-day. For only fourteen years afterwards, in 1640, the first hotel was built, about where the Stock Exchange stands to-day. It is related that there was some delay about signing the contract because the carpenter, who was a master mechanic of unusual skill and integrity, demanded $40 for his season's work! That seemed little short of extortionate, and if we remember that the entire island, with its wide stretches of fertile farmlands lying beautiful between waters, had been purchased so recently for only a little more than half of $40, perhaps the opinion was not unreasonable. But how would such a price look to-day? Now it would not pay a carpenter for a week, let alone a season!

Painstaking service is said to have originated in that hotel, too, for the lanadlord provided escorts to take home such of his customers as stayed too late over their mugs of musty ale.

NEWS FROM WESTERN CANADA

WESTERN

James Armstrong, Rocanville, Sask., has moved to Balcarre, Alta., where he has purchased a confectionery business.

O'Connor & Farrell have just opened a grocery and confectionery store in Winnipeg at the corner of Yonge and Balmoral Place.

Harry Garrett has bought the Nanton Grocery stock at Nanton, Alta., and has made considerable improvement in the arrangement of the store.

A canvass is being made in order to get the necessary fifty thousand dollars for the purpose of opening a co-operative store in Saskatoon, Sask.

Discovery of Sodium Sulphate in Saskatchewan

Moose Jaw, Sept.—Large deposits of sodium sulphate have been discovered recently near Horizon, Sask., and many mineral claims have been filed by the residents of the district.

The main deposit is located 16 miles north of Horizon and covers several hundred acres in extent. It is from three to five feet thick on the average, and in some places is so deep that the prospectors have been unable to find the actual depth.

Analysis of the mineral shows it to consist of 98.24 per cent. sodium sulphate, 1.08 per cent. magnesium sulphate, .68 per cent. sodium chloride, and .07 per cent. insoluble matter.

A company is being formed in Horizon by residents, who propose to develop the resources of the property.

Cash Returns from Salmon Pack the Largest Ever

Vancouver, B.C., Sept. 20.—This year's sockeye pack in British Columbia is practically finished and with an immediate prospect of a poor market for the cheaper grades of salmon, the 62 canneries operating on the coast are preparing to close down for the season. An average sized pack has been put up. Fishermen have been paid top notch prices, 500 per cent. more than in some previous years, and the cannery owners have already sold the estimated pack of 350,000 cases of sockeye at a total price of over $7,000,000.

Another $5,000,000 are expected to be realized from the sale of chums, pinks, red springs and cohoes, so that the total return from the pack of $12,000,000 will rank away beyond anything ever obtained in cash returns in the history of the industry. Canneries on river inlets broke all previous records. The Fraser did much better than expected. In view of the bad showing of some recent years, the traps of the Vancouver Island coast are credited with yielding one-tenth of the total pack.

New Process Will Mean Increased Oyster Supplies

West Sayville, N.Y., Sept. 23.—Propagation of young oysters all ready to "set out," guaranteed to multiply with proper care into a flourishing brood, may result from experiments just concluded by W. F. Wells, of the New York Conservation Commission, who has reported on his extensive study of oyster breeding.

Mr. Wells, at his laboratory on the shore of the Great South Bay, has succeeded in keeping alive millions of young oysters from the larva to the "set" stage. In his report he said that hatcheries modelled after his plant can be built, wherein the oysters may be incubated until time to set them out in deep waters.

His method for developing oyster "sets" from oyster seed, or spawn, removes one of the chief obstacles in the commercial propagation of oysters, Mr. Wells said.

"The seeds are so small," he explained, "from the time they are laid by the oyster until they are mature enough to attach themselves to a surface in sets, that experimenters have had the greatest difficulty in devising a practicable commercial method of keeping the tiny shellfish supplied with a fresh supply of salt water and food without washing them all down the drain.

"When the oysters reach the set stage, they can safely be put in the beds to fend for themselves. After that time the oyster grows very rapidly for a period of some weeks, and gains full maturity within three or four years."

One of the chief obstacles, that of handling the larvae, or tink eggs, while changing their water, the report says. was overcome by the use of a centrifugal machine, which concentrates the eggs in a small receptacle. The hatching apparatus was made of a series of large inverted glass carboys, fitted with tubes which permitted a fresh supply of salt water and air to percolate so gradually that the development of the eggs was not retarded. Microscopic examination is necessary in following the gradual development of the eggs to the "set" stage.

Mr. Wells declared it is a well known fact that in the last ten years the production of oysters has been very much reduced. It was to determine the exact cause of this reduction, he said, that his studies were undertaken. It has been suggested, he said, that pollution of the waters has injured many of the most productive beds in Connecticut and in the vicinity of New York.

This Little Idea Gets Results

DON'T HESITATE

The inside of this store is just as free to you as the window is.

If you want to buy anything—well and good—but if you just want to look around, you are quite welcome.

Come in, there is no obligation to purchase.

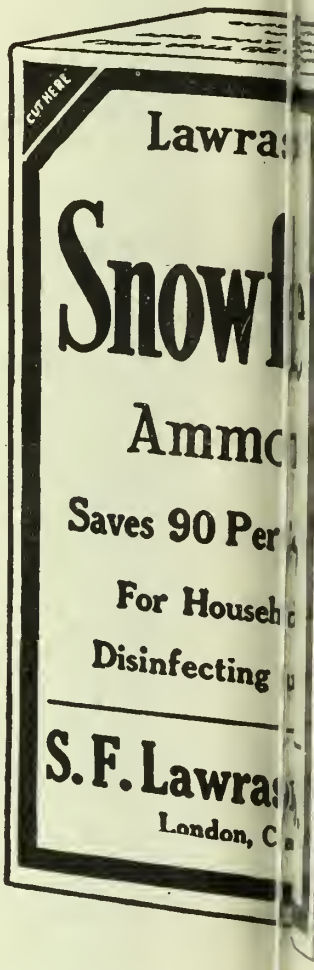
THE foregoing represents the writing on a showcard, enclosed in a silver frame, displayed prominently in the window of a retail store in Winnipeg. It is just this merchant's idea of what his store should be to the buying public, and that it has brought considerable business to his place, he is absolutely assured. He wants every person as they read this little framed card to know that he means every word of it. He doesn't want people to feel that they have to buy, but he feels that accepting the invitation to come in and look around, perhaps with no intention to make any particular purchase, they invariably do not go out without buying something. Then people will come back again to the place where they are treated with courtesy. They will not forget the store where they received careful, efficient attention.

It is just an evidence of what can be done in the way of attracting business. This little "trade-getter" is but a beginning. Backed up with display and good sound salesmanship, it is creating new business all the time. The merchant who is making the best uses of display in his store is getting results. Show your goods is old advice, but it stands repetition, and it should be followed at every opportunity. More people are invited to buy goods, because of the attractive manner in which they have been displayed in some store, than many retailers realize.

This little idea of the Winnipeg merchant in assuring people of the welcome they will receive in his store, whether they are purchasers or not, might well be followed by hundreds of other merchants. It is bound to bring results.

What Do the Increased F
Mean to Y

THINK of the expense to your business if you had to send a representative every day to every one of your customers to solicit orders and send those orders to your store to be filled.



You are able to operate your store at lower cost by having your customers come to you or phone their orders, and they get their goods cheaper by doing so.

In drop shipments, 5 Case

S. F. LAWRASC

LONDON

ght and Passenger Rates Business?

TRAVELLING expenses and freight on shipments have been very heavily increased.

Help us maintain quality, quantity and price by ordering through your wholesaler or direct from us.

This reduces our selling costs, a saving which accrues to you.

and over, Freight Prepaid

& CO., LIMITED

CANADA

Selling Power of Window Display

Show Cards Are Essential in Window Trimming to Secure Necessary Selling Force—Help to Put Your Message Across and in Many Cases Has Meant the Difference Between a Sale and No Sale

OF ALL the mistakes made in window trimming none equals that of leaving out the show card. In countless thousands of cases it has meant the difference between a sale and no sale.

"Goods well displayed in the show window are half sold." There is much truth in this statement, but the fact remains that they are only half sold. Goods only half sold are no better than goods unsold if the sale is not completed. Your window display may be so attractive that it will cause almost every passerby to stop and look, but if it fails to get prompt action on the part of the onlooker and to entice him into the store to make a purchase, the display lacks the most essential factor—that of "selling power."

The aim of the commercial window is to sell goods, not merely to display. Almost any kind of a window display will sell some goods, but we must, therefore, enhance the value of our display space and increase the efficiency and "selling power" of the displays.

The window display space is a mighty big factor in the rent we pay, therefore we should make the very best use of it. We are apt to attribute the high rental to the location, forgetting that the location would be worth but very little if it were not for the fact that through the display windows we are able to take advantage of the location.

The man who is surcharged with enthusiasm and a genuine love for his work will keep his think-tank busy all the time and new ideas will germinate faster than he can take care of them, and he will make the window produce more sales than any two salesmen employed in the store.

The big idea is to make your window displays stop, attract and sell — and the biggest of these is "sell."

Window trimming, like personal salesmanship, to be successful requires organized action. The display must involve the human equation. It must follow very largely the same line of action as employed by the salesman. It must first attract attention, arouse interest, and finally create a desire to possess. If your display falls down on any one of these steps it cannot succeed.

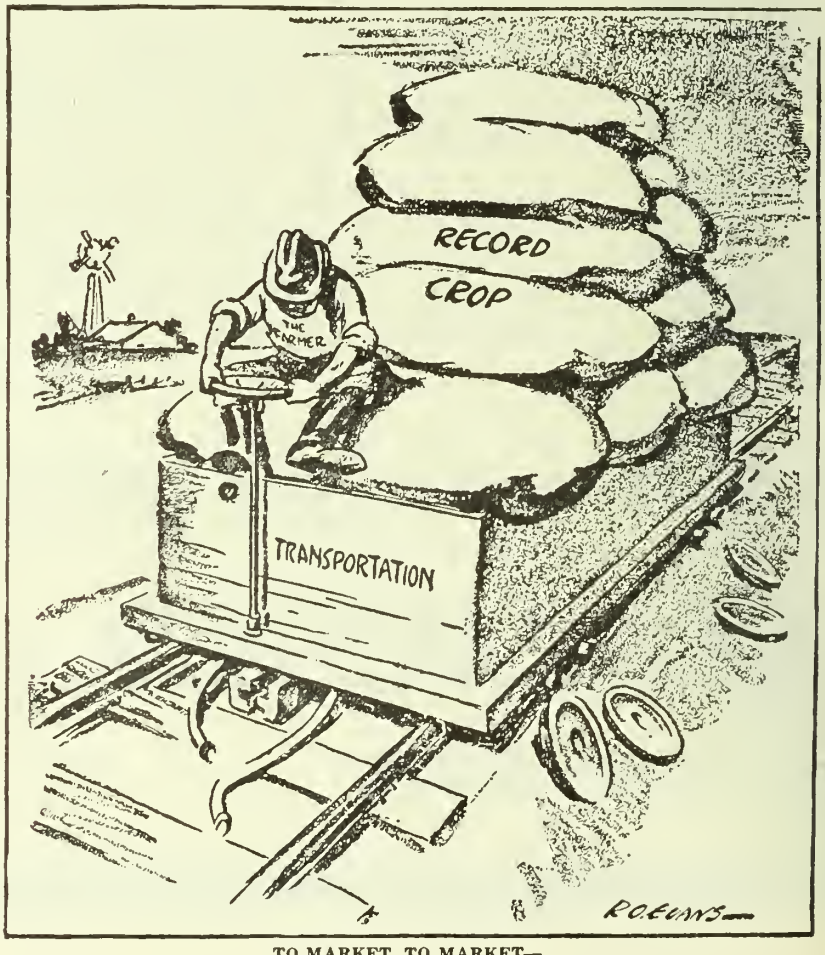
However, we cannot always gauge the value of a window display by the number of sales it makes direct, because the results of a good display will be felt weeks, even months, after the display has been removed. But it should always be the endeavor of the trimmer to put in displays that will produce immediate results as well as future results; for it is this sort of a display that pays, and pays big. The window that does not produce immediate results is simply lacking in "selling power," and the wideawake trimmer can very quickly supply the "selling power." Many an attractive display has failed to produce results because it lacked punch.

In personal salesmanship we know that in presenting an article to the customer we must create a desire for that article in the mind of the customer or no sale results. In order to create that desire we also know that we must tell the customer of the splendid qualities and merits of that particular article in such a way that the customer will want to buy the article. This is also true of the window display, if it is to "sell." The rules for successful window selling are identical with those for successful personal salesmanship.

Good show cards are the making of many displays; while the display is stopping the passerby the show cards sell him the goods. They put pep, snap, and ginger in the display. They furnish the punch, the "selling power," which is so essential to the successful selling window.

The passerby, as he gazes into your windows, isn't under any hypnotism from a salesman. He stands outside of the store, a cold being—nobody at his elbow to convince him of the merits of the article displayed. He can't reach out his hand and fondle the article. If the display is to create a desire for the goods it must talk to the onlooker, and its only method of talking is through the show card. They tell him of the definite features and functions of the article.

Window displays are limited in size, and it is therefore impossible to give an entire sales talk in the window. However, through the use of the show card you may bring before the onlooker all the important features and facts of the article. Remember that a display of one single line, well arranged and accompanied by suitable show cards, will prove far more effective and result in a far greater number of sales than a window full of various articles, none of which can be displayed properly nor leave room for sufficient show cards.



TO MARKET, TO MARKET—
—Evans in the Baltimore "American."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets are holding fairly steady although a few commodities show slight advances and others are shaded lower. Business in retail circles is reported brisk although orders to wholesalers and manufacturers are not as large as the season warrants. Retailers are apparently confining themselves to immediate requirements.

MONTREAL—There are a number of special features to the market this week. Lard is dearer and there appears to be rather a shortage. Strictly fresh eggs demand still higher prices. Creamery butter holds firm at the high prices. The cheese market shows signs of brightening up. Meats hold firm and the shortage existing on beef cattle shows little improvement. Sugar declines another cent per pound. Cereals on the whole much cheaper. Package oats are going to be lower. The rice market is upset and lower prices on tapioca are recorded. The trade for the fall shows much improvement and the return of the many people to the city is quite evident through the grocery trade.

TORONTO—Sugar continues to be the centre of interest in general groceries. A decline of one dollar occurred during the week. There is still second hand sugar offered but not quite as freely as in the past few weeks. A couple of cars of American sugar arrived and it is stated that it was laid down at several dollars below Canadian refiners' prices. There is practically no sugar moving from the refineries. This condition coupled with the fact that American sugars are being brought in may tend to further reduce quotations on Canadian refined. The high cost of cartons and labor is counteracting the lower cost of grains and manufacturers of breakfast foods are generally of the opinion that lower prices are not likely. However, the report comes from some quarters that package oats are likely to decline to the level of a year ago. Allotments of sockeye salmon to jobbers are very small and are rapidly moving into retailers' hands. A firmer tone has developed on peppers but other spices are unchanged. Opening prices have been named on Oregon prunes and are several cents below those named by the California Association. Spot stocks of California raisins are fast becoming depleted and there is every indication that the high prices named for new crop will be maintained in view of the great demand in the United States for beverage purposes. New crop Amalia currants are expected to arrive in a week. Lower grade India and Ceylon teas are weak but the highest grades, for which the public both in this country and in Great Britain are showing a decided preference, are holding at high figures and are becoming difficult to procure. New crop shelled almonds are quoted lower than last season. Peanuts are easier and lower prices quoted. The rice market is steady under a quiet demand. White sago is reduced one cent per pound. Some shipments of New Zealand honey have arrived and are quoted at lower prices than Ontario beekeepers. Deliveries of peaches and plums are fairly heavy and prices are lower. Canadian onions have declined: it is reported that there is a large crop and that prices will be much lower than they are at present.

The produce and provision markets are slightly firmer this week. Smoked bacon and hams are quoted higher. Barrel pork is also marked up. Butter and eggs are firm but quotations are unchanged. Cheese is steady. Lard and shortening are in a strong market with a tendency for higher prices. B.C. frozen fish is quoted higher due partly to the long haulage and increased freight rates.

WINNIPEG—Reports from retailers and wholesalers during the past week show a decided improvement in all food commodities. Sugar market remains unchanged and as all refiners' prices are now on the same basis as far as the Winnipeg market is concerned the price of sugar remains unchanged. There is a noted improvement in the demand and lower prices are looked forward to. Molasses is being quoted by refiners higher than what it was at the beginning of the month, but, however, local prices remain unchanged. Sockeye salmon is holding firm and on cheaper grades a weakness is noted and concessions below the opening prices are being named by some packers. New season Japan tea has arrived and the quality is exceptionally good. Coffee remains unchanged. New Filiatra currants are expected to arrive in Winnipeg about the middle of October or first of November.

QUEBEC MARKETS

MONTREAL, Sept. 24.—Lower prices on sugar were announced late last week, a decline of one dollar per bag. Cereals are much cheaper and package oats are to be reduced in price. The vegetable and fruit market continues in the same healthy condition with low prices holding. Potatoes are expected to be dearer later this fall. Pears are cheaper this week. The spice market is a great deal brighter than it has been and lower prices are recorded. Flour prices hold firm. Nuts and dried fruit are very strong and higher prices are predicted. The molasses market is unchanged and importers state that the report of a shortage is unfounded. The rice and tea market is greatly upset and tapioca is quoted at a reduction. Coffee is expected to be lower price.

Sugar Drops Another Cent

Montreal.

SUGAR.—The price of sugar has declined another dollar per 100 this week. This makes the sugar quotations $21.00 per 100 lbs. Montreal wholesalers are adding to this the extra freight rate which has been added to their cost during the past few weeks. This decline of $1.00 per 100 lbs. cannot be said to have been unexpected. Retail sugar prices in Montreal vary considerably since many retailers have been anxious to unload present stock.

Atlantic Sugar Co., extra granulated, cwt.	21 00
Acadia Sugar Refinery, extra granulated	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 20
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1, bags	20 60
Do., barrels	20 65
Dark Brown	20 40

No Change in Molasses

Montreal.

MOLASSES.—There is no change in either the prices of molasses or corn syrups this week. Corn syrups are holding firm and manufacturers state that the primary market on corn is accounting for the higher freight rates and no change is expected as far as can be determined at the present time. Molasses is unchanged. Dealers state that as supplies sufficient to carry the trade until the new crop arrives in December have been placed there will be no change in price. The molasses market reflects pretty closely the sugar market and if the decline in sugar continues lower prices on molasses may be expected in December.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50

Barbadoes Molasses—	Prices for Island	of Montreal
Puncheons	....	1 50
Barrels	....	1 53
Half barrels	....	1 55
Puncheons, outside city	....	1 45
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Lower Price on Tapioca

Montreal.

RICE.—The rice market, according to the brokers and bigger dealers, has been entirely upset of late. There is an indication that new stocks will be marketed at a lower price but the demand for rice has so fallen off that quotations cannot be accurately given for the general market. Prices vary considerably. Wholesalers in Montreal are quoting tapioca, both seed and pearl, at a reduction of 1½c per lb. This makes tapioca prices 10c per lb. in bag lots.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

TEA Market Very Unsettled

Montreal.

TEA.—The tea market for Indian and Ceylon teas has been very weak for some time. Importers state that the market is in a very unsettled condition. Supplies of tea from England are being placed on the market which are offered at prices which upset the quotations given here. The Japan teas are holding very firm at the original quotations given. It is impossible to state accurate figures in connection with the Ceylon and Indian teas.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Market Weak

Montreal.

COFFEE AND COCOA.—The cocoa market holds firm with no changes in price, but the coffee market shows considerable weakness. There are some changes in price on cocoa but in general the market quotations have not changed. The supply of coffee on the market is very good this year and importers state that lower prices may be expected.

Some Marmalade Lower

Montreal.

CANNED GOODS.—No further quotations in addition to the price list for the new crop and pack have been received this week. The market holds very firm at quotations given. Some wholesalers are quoting a reduction on Crosse & Blackwell's Orange Marmalade to the extent of 20c per doz. on the 1 lb. tins and $1.50 per doz. on the 7 lb. tins. This makes the quotations for 1 lb. tins, $4.90, and for the 7 lb. tins, $17.50 per doz.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50

New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Big Peanut Crop Reported

Montreal.

NUTS.—A little change is shown in the market for nuts this week. Importers state that the new stock cannot be bought at quotations given on spot stocks. They report higher prices for the new crop. Some Montreal dealers report a fairly good supply of walnuts in cold storage which are in good condition and are quoted at prices much lower than on the new crop. The peanut market has been rather weak lately and a big supply both from the United States and from Java is reaching the market.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 32
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruits Strong

Montreal.

DRIED FRUIT.—The general market for dried fruit holds very firm. Quotations on the new crop of dried fruit from California are very high and some brokers state that it is almost impossible to get supplies from California at all. As a result most of the raisins and currants are being imported from Europe. On these stocks higher prices have to be paid than are being asked for bought stocks. Lower prices on evaporated apples is expected but no definite quotation is given as yet.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 23-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Package Oats to Be Lower

Montreal.

PACKAGE GOODS.—The only interesting feature this week in package goods is the expected drop in the price of rolled oats. Some of the firms have quoted their new prices; others make no definite announcement but reports show that the new prices will be $5.60 and $5.80 per case. This change is expected to come into effect between now and the end of the month. Package dates have been reduced twenty-five cents a case by some wholesalers in this city. Royal Excelsior is now quoted at $6.00 per case and Dromedary at $7.50 per case.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Lower Prices on Cereals

Montreal.

CEREALS.—Lower prices almost throughout feature the cereal market this week. There is a much easier feeling on cereals in view of the big crops this year. Despite the increase in the freight rates lower prices as quoted here are given by the wholesalers in Montreal. The reduction on oatmeal is as much as 65 cents per bag and 60 cents on some brands of corn meal. These prices are as quoted by wholesalers.

Oatmeal, granu., fine, standard	....	6 10
Rolled oats, 90 lbs.	....	5 50
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75

Flour Prices Hold Firm

Montreal.

FLOUR.—There is no change in the prices quoted on flour this week. The prices given for the new flour range around fourteen dollars. Some millers quote lower prices but the average price is around $13.85 per barrel. The increase in the freight rates is reported as responsible for the failure of flour to drop to the extent expected. Quotations given appear to be very firm at the present time.

Active Spice Market

Montreal.

SPICES.—Montreal spice merchants report an increase of from twenty-five to thirty per cent. in business during the last two weeks over July and August. The return of many to the city and the splendid crop of vegetables and the low prices is given as the reason for the improved business. This change has been looked for and with it comes much lower prices on the leading spices. The quotations on Jamaica ginger are stiffer than they have been and slightly higher prices are asked. The quotations given below are given on the quarter pound basis and are the average current prices for Montreal district.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Belgian chicory	....	0 25
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 35
Do., white	....	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Lower Prices on Pears

Montreal.

FRUIT.—Wealthy apples are selling on the market this week at six and seven dollars per barrel. Plums are a little dearer than they have been. As high as 80 cents per basket is being asked. Pears have dropped seventy-five cents per basket cheaper this week and a very

good supply is reported on the market. Orange prices are a little easier this week but there is a slight advance in the prices quoted on bananas. There is a good supply of both domestic and imported grapes on the market.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	5 50
Do., Wealthy, No. 1, per bbl.	....	7 00
Do., No. 2, per bbl.	....	6 00
Bananas (as to grade), bunch	7 00	8 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencits	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 50
Cal. Navels—		
80s, 100s	....	10 00
126s	....	10 00
150s	....	10 50
176s, 250s	....	10 50
Florida, case	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Canadian Peaches, 11 qts.	....	1 25
Plums, 11 qts.	0 50	0 80
Pears, 11-qt. basket	....	1 00
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50
Tokay Grapes, per box	....	5 00

Cauliflower Much Cheaper

Montreal.

VEGETABLES.—The Montreal vegetable market continues in the abundant supply that has featured Bonsecoeur Market for some weeks. Prices also continue very low. Reports are that not in five years has the crop been so good. Montreal tomatoes are demanding a slightly higher price however as the supply is not as large and in many cases the frost in the last few days has cut down the supply. Prices now vary from 75 cents to one dollar per box. Spanish onions are a little cheaper, being quoted at $5.50 per case. There is a noticeable reduction in the price of cauliflower and 90 cents per doz. is now being asked. Potatoes are still selling at low prices and in some cases prices are as low as $1.25 per bag. However prices on the later potatoes are predicted to be much higher.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	0 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag.)	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	1 00
Montreal Tomatoes, per box	0 75	1 00
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 50

Condensed Coffee Higher

Montreal.

MISCELLANEOUS.—An advance of 25 cents per cwt. is reported in the price of washing soda. The quotation now given by wholesalers is $2.75. Reindeer Condensed Coffee is quoted fifty cents per case higher for the large size and one dollar per case higher for the small size. This makes the 24 size $8.00 and the 48 size $9.00.

ONTARIO MARKETS

TORONTO, Sept. 24—Sugar declined $1.00 during the week, but it is felt that further declines are necessary to meet competition of American sugar which can be laid down at a lower figure than Canadian. Rolled oats are easier with a tendency for lower prices. Spices are steady with a firmer tone on peppers. Opening prices have been named on Oregon prunes, which are several cents below Californias. New crop shelled almonds are offered for November shipment at lower prices than present spot stocks. Coffees are easier. Sago is down one cent per pound. Advances have been registered on glass washboards, salt, stove polish and canned meats.

Sugar Declines $1.00

Toronto.

SUGAR. — All sugars declined $1 per hundred during the week. The supply of second-hand sugar is becoming cleaned up, although this sugar is still offered below market quotations. A couple of cars of American sugar arrived during the week, and it is stated that it was laid down at prices around $18.50. There is practically no sugar moving from the refineries, this condition coupled with the fact that American sugars are being brought in, may have a tendency to further reduce prices on Canadian refined.

St. Lawrence, extra granulated, cwt.	$21 21
Atlantic, extra granulated	21 21
Acadia Sugar Refinery, extra granulated	21 21
Dom. Sugar Refinery, extra granulated	21 21
Canada Sugar Refinery, granulated	21 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups and Molasses Quiet

Toronto.

SYRUPS. — There is nothing of interest to report in the syrup market, both syrups and molasses are quiet and unchanged.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Cereals Unsettled

Toronto.

PACKAGE GOODS. — The high cost of cartons and labor is counteracting the lower cost of grains and manufacturers generally state that lower prices cannot be expected. However the report comes from some quarters that package oats are likely to decline to the level of a year ago, which would mean around $1 per case lower.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters	....	0 16
Do., in 6-lb. wood boxes	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Rolled Oats May be Lower

Toronto.

CEREALS. — The market for cereals is fairly easy in view of the easier tone on grains. Rolled oats, especially, has a downward trend, and it has been intimated that lower prices would prevail in the near future.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75

Oatmeal, 98s		7 25
Oat Flour		
Corn Flour, 98s		6 75
Rye Flour, 98s		6 25
Rolled Oats, 90s		5 50
Rolled Wheat, 100-lb. bbl.		8 80
Cracked wheat, bag		6 75
Breakfast food, No. 1.		8 50
Do., No. 2		8 50
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08¾
Blue peas, lb.		0 10
Marrowfat green peas		0 11¾
Graham Flour, 98s		7 65
Farina, 98s		6 20

Canned Goods Steady

Toronto.

CANNED GOODS. — There are no new developments in canned goods. Quotations are holding steady under a quiet demand. Allotments of sockeye salmon to jobbers are very small and supplies are moving rapidly into retailers' hands.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	1 72½	1 90
Do., Early June, doz.		
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.		2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.		1 85
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 43
Black Currants, 16 oz., doz.		5 65
Do., 4s, each		1 50
Gooseberry, 4s, each		1 43
Do., 16 oz., doz.		5 35
Peach, 4s, each		1 25
Do., 16 oz., doz.		4 80
Red Currants, 16 oz., doz.		5 50
Raspberries, 16 oz., doz.		5 65
Do., 4s, each		1 50
Strawberries, 16 oz., doz.		5 65
Do., 4s, each		1 50

Spices Are Steady

Toronto.

SPICES.—The spice market is steady with a slightly firmer tone on peppers. Quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 80
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black		0 35
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 65
Coriander seed		0 25
Carraway seed, whole		0 30
Tumeric		0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Oregon Prune Prices Named

Toronto.

DRIED FRUITS. — Opening prices have been named on Oregon prunes, which show two to three cents per pound under Californias. Spot stocks of California raisins are becoming small and there is every indication that the high prices named on the new crop will hold in view of the great demand in the United States for beverage purposes. Currants are also in demand across the border for wine making, which has had a tendency to increase prices. New crop Amalia currants are expected to arrive in a week or two, and will be laid down to the retailer around 20 cents per pound.

Evaporated apples		0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s		4 55
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek Filiatras, cases		0 16¾
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates—		
Excelsior, pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per box, 12 to 13 lbs.		3 50
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60c, 25s		0 23½
60-70s, 25s		0 21½
70-80s, 25s		0 18½
80-90s, 25s		0 16½
90-100s, 25s		0 15½
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets		0 29
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 30

Low Grade Teas Lower

Toronto.

TEAS. — Lower grade India and Ceylon teas are weak and much in evidence while the better grades, for which the public is showing a decided preference, are holding at high figures, and some importers state they have difficulty in procuring supplies. Japan teas are holding at the high figures named for new crop.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Crop Almonds Lower

Toronto.

NUTS. — New crop shelled almonds are offered at 56 cents per pound for November shipment. This is four cents per pound less than spot stocks of old crop goods. Shelled peanuts continue to sag, and quotations are down another cent during the week. Javas are quoted at 14 cents, Chinese at 15 cents, and Spanish at 20 cents. The primary markets for cocoanut is firmer, but spot stocks are unchanged as there is considerable cocoanut changing hands at low figures.

Almonds, Tarragonas, lb.	0 31	0 33
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 28
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 35
Do., sweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.		0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.		0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Peanuts, Spanish, lb.		0 20
Do., Chinese, 30-32 to oz.		0 15
Do., Java		0 14
Brazil nuts, lb.		1 00
Pecans, lb.		1 15

Coffee Prices to be Lower

Toronto.

COFFEES. — There is a noted increase in the demand for coffee. Primary markets continue weak and lower prices are likely to prevail on local market within the next month, when new stocks arrive. Quotations on spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Sago Quoted Lower

Toronto.

RICE. — The rice market is steady under a quiet demand. White sago has declined one cent per pound, reducing quotations to 10 cents per pound in bag lots, and 10½ cents in broken lots.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.		15 00
Do., broken, 100 lbs.		11 00
Japans, fancy, per 100 lbs.		0 18½
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 10	0 10½

Onions Are Lower

Toronto.

VEGETABLES. — Potatoes are holding at $1.65 to $1.85 per bag to the trade, but it is stated that prices will be lower in view of the big crop both in Canada and the United States. Onions are also expected to be a big crop, and prices lower. Spanish onions are quoted at $5.50 per large crate, a reduction of 50 cents. Sweet potatoes have declined $1, bringing the price to $3 per hamper.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40

Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
Carrots, per 75-lb. bag	....	1 25
Beets, per 75-lb. bag	....	1 25
Turnips, per 75-lb. bag	....	1 00
Onions, 100-lb. sack	....	3 25
Do., Spanish, large crate	....	5 50
D., small crate	....	3 25
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. basket	....	0 50
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 50
Celery	....	1 00
Egg plant, 11-qt. basket	....	0 75
Potatoes, per bag	1 65	1 85
Corn, per doz.	0 12	0 15
Sweet Potatoes, hampers	....	3 00

Heavy Shipments of Peaches

Toronto.

FRUIT. — Deliveries of peaches and plums are fairly heavy and a ready sale is noted. Some sales of peaches were made at $1 per 11-quart basket, but 75 cents is the ruling price. A great deal of poor stuff is coming on the market, and for these prices tended lower. California Tokay grapes have been reduced 50 cents per crate, also Oregon pears have been likewise reduced.

Oranges, Valencias—		
126s	....	8 00
150s	....	9 00
176s, 200s, 216s, 250s	....	10 00
Bananas, Port Limons	....	0 12
Lemons, Cal., 240s	....	5 00
Do., Messinas, 300s	....	5 50
Grapefruit, Cal., 80s, 96s	4 25	4 50
Cantaloupes, Canadian, basket	0 50	0 75
Blueberries, basket	3 00	3 50
Pears, Bartlett, box	....	5 50
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	....	5 00
Moore's Early, 11-qt. basket	....	1 25
Do., 6-qt. basket	0 50	0 65
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 75	1 00

Flour Market Unchanged

Toronto.

FLOUR. — The flour market is steady and unchanged.

Flour—		
Old Crop Government Standard, in jute bags, per barrel	....	14 25
Patent Firsts, in jute bags, per barrel	....	14 00
Do., Seconds, in jute bags, per barrel	....	13 50

Millfeeds in Scant Supply

Toronto.

MILLFEEDS. — Millfeeds are rather scarce, due to the small deliveries of new wheat at the mills. Shorts are quoted at $59.75 per ton, and bran at $54.75.

MILLFEEDS—		
Shorts, per ton	....	59 75
Bran, per ton	....	54 75

Some Lines Advance

Toronto.

MISCELLANEOUS.—Nonsuch liquid polish has advanced to $1.65 per dozen. Eddy's matches have advanced 15 to 40 cents per case. Glass wash boards have advanced to $8.75 per dozen. Tiger catsup is now quoted at $3.40 per dozen. Clarke's pork and beans, ready lunch loaf, ox tongue in glass and soups have advanced during the week.

New Zealand Honey Offered

Toronto.

HONEY. — Shipments of New Zealand honey have arrived and is offered in 60 pound tins at 26 cents per pound. Comb honey, full sections, $8 per case of 15 sections.

Salt is Higher

Toronto.

SALT. — All salt, including coarse, fine bags, and barrels, have advanced as follows:

	City	Country
Barrels, ordinary	4 30	4 05
Bags, 50 lbs.	0 93	0 88
Do., Dairy, 50 lbs.	1 13	1 08
Do., Coarse, 50 lbs.	0 93	0 88
Ice Cream, 200 lbs.	2 55	2 40
Small Bags, Barrels—		
80/3½s	7 35	7 10
40/7s	7 00	6 75
20/14s	6 70	6 35
Shaker, Purity and Regal, per case		2 90

WINNIPEG MARKETS

WINNIPEG, Sept. 24.—The demand for sugar has greatly improved but jobbers are of the opinion that prices will come down in view of the low prices on raws and American refined. Molasses is quoted higher. Sock-eye salmon is firm but a weakness is noted on other grades. Teas and coffees are unchanged. Black and white pepper also cloves are easier although quotations on spot stocks have not been changed. Grecian currants are firm and quotations on new crop have been named. Vegetables are slightly higher.

Sugar is Unchanged

Winnipeg.

SUGAR. — As far as the Winnipeg market is concerned the price on sugar remains unchanged as all refiners' prices are on the same basis. The market, however, seems to be in an unsettled condition, and jobbers feel that the present prices being charged by Canadian refiners are not justified considering the level of American raws and refined. There is an improvement to be noted in the demand by the retail trade and lower prices are expected.

Lantic granulated, 100-lb. bag	$21 05
Acadia granulated, 100-lb. bag	21 05
Redpath granulated, 100-lb. bag	21 05
St. Lawrence granulated, 100-lb. bag	21 05
Dominion granulated, 100-lb. bag	21 05
Yellow sugar, 100-lb. bag	20 55
Powdered sugar, 50-lb. boxes, per cwt.	21 60
Icing sugar, 50-lb. boxes, per cwt.	21 70
Lump sugar, soft, 100-lb. boxes, per cwt.	22 00
Lump sugar, hard, 100-lb. boxes, per box	22 20
Cubes, 100-lb. boxes, per box	21 70

Molasses Higher

Winnipeg.

SYRUPS. — Molasses is being quoted by refiners at 30 cents a case higher over what it was at the beginning of the month. Local jobbers' prices, however, remain unchanged, due to the amount of stock on hand. There is the usual demand for both cane and corn syrup, and while the corn market is reported weak yet increased freight rates may make it impossible for further declines in these lines unless a further decline in the corn market takes place.

Starch Market Steady

Winnipeg.

STARCH. — The starch market remains steady, and no change in price has been noted.

Cornstarch, 1-lb. pkgs., per lb.	....	0 12
Do., No. 1 quality, 1-lb. pkgs.	....	0 13½
Gloss, 1-lb. pkgs., per lb.	....	0 14¼
Celluloid, 1-lb. pkg., per case	....	5 65

Cereals Unchanged

Winnipeg.

CEREALS. — The following are the quotations on package and bulk cereals:

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Puffed Rice, 3 doz. case, case.	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case.	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	....	4 60
Do., 40s, per bag	....	2 45
Do., 20s, per bag	....	1 25
Do., 10-8s, per bale	....	5 50
Do., 15-6s, per bale	....	6 25
Oatmeal, 98s, gran. or stand, bag	....	6 35
Wheat Granules, 98s, per bag.	....	7 70
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Sock-Eye Salmon Firm

Winnipeg.

CANNED GOODS. — The market is holding firm on sockeye salmon. A weakness is noted on other grades and concessions below the opening prices are being named by some packers. New canned fruits are arriving daily, as well as early vegetables. During the week the tomato market has strengthened. This, no doubt, was due to the outlook of a short pack and the demand for tomatoes is very active.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case.	....	21 75
Do., ½s, flat, 8 doz. in case.	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case.	....	17 75
Cohoe, 1s, tall, 4 doz. case.	....	14 50
Do., ½s, flat, 8 doz. case.	....	16 50
Pink, 1s, tall, 4 doz. case.	....	10 40
Do., ½s, flat, 8 doz. case.	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

		Per case
Apples, 6 tins in case, per case.	3 40	3 85
Blueberries, 2s, 2 doz. case	....	7 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case.	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30

Japan Tea Arrives

Winnipeg.

TEA. — New season Japan tea has arrived on the market and the quality is up to the standard. The low grades of India and Ceylon have declined, but the quality is considered very poor. Teas for quality and cup value are more than holding their own.

Coffee Remains Unchanged

Winnipeg.

COFFEE. — There has been no change in the coffee market since our last report, and very little interest is being shown, due to the condition of the European exchange. The trade is decidedly improved on the local market.

Ginger Firmer

Winnipeg.

SPICES. — Locally white pepper, cloves and black pepper are reported slightly easier. Ginger and cassia are firm. Cayenne has advanced about two cents per pound during the week. Other spices are unchanged.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
Do., No. 2, per lb.	....	0 25

Rice Market Steady

Winnipeg.

RICE. — There has been no change in the rice, tapioca and sago market recently. The primary market on tapioca and sago is firmer, due to the decline in sterling exchange. Prices quoted to the Canadian trade have only shown a slight increase. Rice is being offered by our local jobbers at lower prices than quotations on the new crop. The new crop is in rolling now.

Opening Prices on Currants

Winnipeg.

DRIED FRUITS. — New opening prices have been named on Filiatra currants, and jobbers will be able to sell these to the retailers at or about 21 cents per pound. Reports from Patras, Greece, state that the currant market is very firm, in consequence of the smallness of the new crop. These currants, packed in boxes of 56 pounds net each, are expected to arrive in Winnipeg about the middle of October or November 1st. The opening prices on prunes named by the Oregon prune growers' association were lower than the California opening prices. Little interest was taken by the trade, and since the opening the association have reduced their price three-quarters of a cent per pound. Jobbers are evincing very little interest in prunes as they feel that prices are still too high. No definite price has been fixed for new evaporated apples, but some evaporators have quoted their prices, and any prices which have been named are considerably below last year's prices. Very little interest is being taken as the evaporated apple distribution was very much curtailed last season on account of high prices.

Nut Market Erratic

Winnipeg.

NUTS. — The nut situation is reported as very erratic, due to the remarkable decrease in the value of exchange, which applies particularly to French walnuts. The market on shelled almonds still remains easy and from now on with increasing demand we expect to see firmer prices, which no doubt will make spot stock more valuable. The Brazil shelled nut market is also very uncertain, and although prices opened up very high, a decline in prices is expected very shortly. Shelled peanuts are reported slightly easier.

NUTS, Shelled—		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	....	0 20
Pecans, per lb.	....	1 10
Walnuts, per lb.	0 62	0 64
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Jam Prices Higher

Winnipeg.

JAMS. — All jobbers have new prices on jams, and are practically cleaned up on the 1919 pack. Retailers are buying very sparingly until the public becomes more familiar with the high prices. Strawberry, raspberry and black currant jams in No. 4 tins are now quoted at $1.50 each.

JAMS, Pure—	Per tin	
Strawberry, 4s, 12 tins to case	....	1 50
Raspberry, 4s, 12 tins to case.	....	1 50
Black Currants, 4s, 12 tins to case	....	1 50
Blended—		
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

B. C. Wealthy Apples Arrive

Winnipeg.

FRUIT. — B. C. Wealthy apples have arrived and are quoted at $3.50 to $4.25 a box. Oranges are very high. Bananas remain high, due largely to the increased freight rate, and also to the banana shortage. B.C. Hyslop crabs are expected this week, and will run at about $2.85 to $3 per case. New Washington Italian prunes are being offered at $1.75 to $1.85. California Tokay grapes are now on the market, and are quoted at $6 per case. Several shipments of Ontario fruit, such as peaches, damson plums, and Bartlett pears are arriving. The peaches on arriving are not up to the standard keeping quality, but plums and pears are arriving in good condition. Plums in 11-quart baskets are being sold for $2.25 per basket, while 11-quart baskets of pears are being offered at $1.75.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	....	0 15
Peaches	....	3 25
Plums, per case	....	3 00
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	12 00
176s	....	11 00
150s	....	10 00
126s	....	9 00
New Apples, per box	....	4 00
Pears, per case	5 50	6 00
Raspberries, per case	....	7 50

Vegetables Higher

Winnipeg.

VEGETABLES. — Local Manitoba tomatoes are being offered to the trade at 12 cents per pound, while hot house tomatoes are being quoted at 20 cents per pound. It is expected that these lines will be higher by next week. There is a noted scarcity of Hubbard squash and pumpkins, while a few are on the market, squash is quoted at 5 cents per pound, and pumpkins at 4 cents per pound. First shipments of Valencia onions have arrived from Spain and are selling at $7.50 per large case.

VEGETABLES		
Carrots, new, per lb.	....	0 03
Beets, new, per lb.	....	0 02
Turnips, new, per lb.	....	0 02
Leaf Lettuce, per doz.	....	0 50
Radish, per doz.	....	0 50
Green Onions, per doz.	....	0 35
Cucumbers (hothouse), per doz.	....	2 00
Cabbage (new), per lb.	....	0 02
New Potatoes, per bushel	....	1 50
Onions (Cal. Bermuda sack), per sack	3 50	4 00
Cauliflower, per doz.	....	1 90
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 04
Tomatoes, per basket	....	1 40
Head Lettuce, per doz.	....	1 75

VANCOUVER

Sugar is Easier

Vancouver.

SUGAR.—Sugar is now quoted to the trade at $20.00 per hundred pounds.

Tea Market Steady

Vancouver.

TEAS.—The tea market is holding fairly steady. The following are the quotations to the trade.

Javas—		
Javas	....	0 38
Broken Pekoee	0 38	0 42
Broken Orange Pekoe	0 46	0 54
Ceylon	....	....
Broken Orange Pekoe	0 62	0 68
Assams	....	....
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 58	0 66

Marmalade Moving

Vancouver.

CANNED GOODS.—There is a good demand for marmalade and stocks are rapidly cleaning up. New season's pack pineapple are quoted as follows: 2's tall $4.75, ½s flat $2.65, 2½s tall $5.25 per dozen.

Honey Quoted Reasonable

Vancouver.

HONEY.—New Zealand is quoted as follows: 10 ounce jars $3.60, 12 ounce jars $4.25, 2 pound tins $7.00, 5 pound tins $20.50, 60 pound tins 28½ cents per pound.

(Continued on page 42.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. Sept. 23.—Sugar dropped 50 cents per hundred. Lard Threes advanced to $18.60 per case. Supplies may be very short as hogs are very scarce. Peameal back up one cent per pound. Rearrangements of differential on rolled oats show eights 15 cents and twenties 5 cents less per bale. Cartons rolled oats are now $5.60 per case. Japan rice is down 50 cents per hundred. Dustbane in tins 90 cents higher. Local potatoes are down $5.00 per ton bringing the price to $35.00. Pink meat melons arriving from B.C. at $4.50 a crate.

Flour, Government Standard, 96s, per barrel	....	13 35
Flour Patents, 96s, per barrel	....	13 60
Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 60
Rice, Siam	12 60	15 00
Japan, No. 1	14 00	15 00
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	21 47
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local case	19 00	20 00
Do., storage, case	18 50	19 00
Tomatoes, 21½s, standard, case		4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 17
Do., 70-80s	....	0 18½
Potatoes, local, ton	....	35 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B. Sept. 23.—There are few changes in the markets reported this week. Manitoba flour is easier new quoted at $16.25. Sugar is down $1.00 per hundred, granulated now selling at $21.00 and yellow $20.60. Butter has advanced and is holding firm. Creamery 65 to 70 cents, dairy 62 to 65 cents and tub 58 to 60 cents per pound. Potatoes are holding firm at $4.50 per barrel.

Flour, No. 1 patents, bbls., Man.	....	16 25
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 50
Rolled oats	....	12 75
Rice, Siam, per 100 lbs.	14 25	14 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	....	1 60
Sugar—		
Standard, granulated	....	21 10
No. 1 yellow	....	20 60
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 72	0 75
Do., case	0 68	0 69
Lard, pure, lb.	0 28¼	0 28½
Do., compound	0 24¼	0 24½
American clear pork	48 50	51 50
Tomatoes, 2½s, standard, case	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 65	0 70
Do., dairy, per lb.	0 62	0 65
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	4 50
Lemons, Cal., case	6 50	7 00
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 12	0 13
Oranges, case	9 00	12 00
Plums, Ont.	0 90	1 00
Peaches, Ont.	1 50	1 75
Pears	1 50	1 75

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S. Sept. 23.—The most outstanding change in the grocery market here is the drop of $1.00 per hundred on granulated and yellow sugar making the price now $21.00 and $18.50 respectively. The sugar market is very weak and a further drop is expected. Pure lard advanced two and three cents, while American clear pork jumped $2.50 per barrel. A slight advance in bananas makes the present price 11½ cents. Gravenstein apples of good quality are arriving from the Annapolis valley districts No. 1 $8.00, No. 2 $7.00 and No. 3 $4.50 per barrel.

Flour, No. 1 patents, bbl.	....	16 50
Cornmeal, bags	....	5 00
Rolled oats, per bag	....	6 25
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 55
Sugar, standard, granulated	....	21 10
Do., No. 1, yellow	....	18 50
Cheese, Ont., twins	0 31	0 32
Eggs, fresh, doz.	....	0 70
Lard, compound	0 24	0 25½
Lard, pure, lb.	0 29	0 32
American clear pork, per bbl.	....	48 50
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	0 66	0 67
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	10 50
Do., Cohoes	....	15 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	2 50
Beans, white	....	5 50
Do., yellow eye	....	7 50
Bananas, lb.	....	0 11½
Lemons, Cal.	....	7 50
Grapefruit, Cal.	....	5 00
Apples—		
Gravenstein No. 1	....	8 00
Do., No. 2	....	7 00
Do., Dom.	....	6 00
Do., No. 3	....	4 50

WEEKLY MARKET REPORTS

(Continued from page 41.)

Pastry Flour Declined

Vancouver.

FLOUR.—Pastry flour has declined 90 cents, bringing the price down to $13.00.

Currants Marked Up

Vancouver.

DRIED FRUIT. — Recleaned Grecian currants have advanced two cents per pound and now quoted at 22 cents.

Peanut Butter Easier

Vancouver.

PEANUT BUTTER.—Peanut butter is selling well. An easing up in the price is noticed following easier peanut prices. However, the peanut market at primary points is firming up again.

Old Country Sauce

Vancouver.

SAUCES.—The first shipment of Rowatt's Worcestershire sauce to arrive for a couple of years is being distributed. Half pints are quoted at $2.15 per doz.

Tomatoes Are Lower

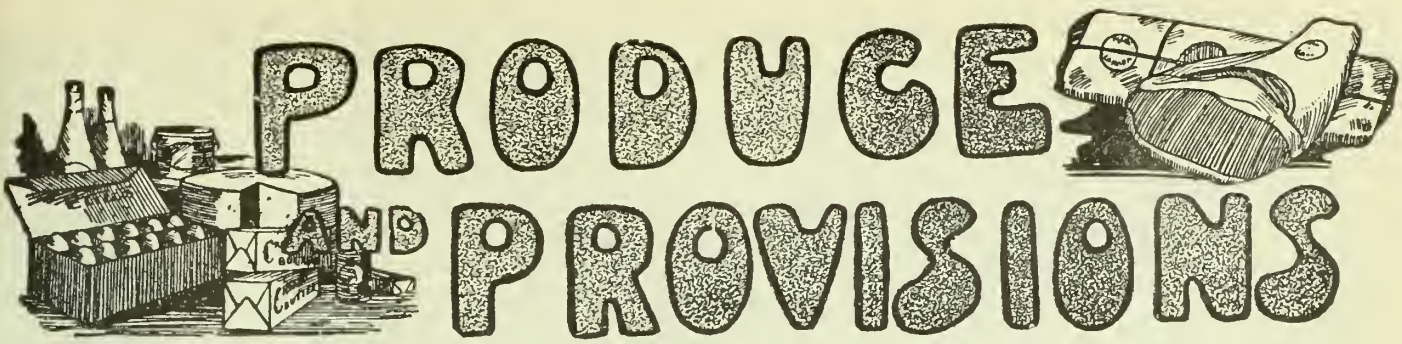
Vancouver.

FRUIT.—Tomatoes are selling for a dollar fifty per 20lb. crate but it is confidently expected that they will be still lower next week. A big crop is said to be almost ready for shipment in the Okanagan. Prunes are in splendid demand and are arriving in good shape, the price is slightly higher than last week, $1.75 per 20 lb. crate. Greengages sell around $2. Apples sell freely around the following figures. Gravensteins $4.00, Wealthys $3.50, Pippins $2.60. Pears sell at from $3.00 to $4.00 per box. Crabapples at $1.75 per box, peaches sell at $2.75, Malaga grapes at $3.75, Tokays $5.75.

Canned Oysters Quoted

Vancouver.

FISH.—Cove oysters are quoted to the trade as follows. 1s (4 ounces net) $2.90, 2s (10 ounces net) $5.25. There is a steady demand for cured fish and



Meat Slicer Increases Sales of Cooked Hams to Twenty-four a Day

Eliminates Waste and Permits the Merchant to Know His Exact Profit—J. S. Kyle, Oshawa, Ont., Has It Installed Near the Front Door and Believes That This Position Helps Sales.

THE fact that the meat slicer occupies a prominent position in the front part of the store will bring direct results, and is the means of stimulating sales on bacon and cooked meats. That, at least, was the experience of J. S. Kyle, retail grocer, Oshawa, Ontario, who credits the wonderful success of his provision department directly to his meat slicer and the fact that this department is close up to the front door. Prior to installing a slicer, Mr. Kyle sold a very small quantity of bacon, but to-day he sells upwards of 24 cooked hams a day during the summer months and hundreds of pounds of bacon. In the winter months the sale of cooked hams is reduced, but even in this off season for cooked meats he has a standing order with one packing house for 23 cooked hams every week and the bacon sales average the same the year around.

Bacon Business Very Small

"Before I purchased a meat slicer," remarked Mr. Kyle to Canadian Grocer, our bacon business was hardly worth mentioning, and the profit on what we did sell was lost through the rough ends and waste by careless slicing. When I bought the slicer I decided to place it well up to the front of the store, where people could readily see it and the result has been far beyond my expectation. For the first week or two after the slicer was installed there was always a group of people standing around the counter waiting to buy bacon or cooked ham and having it sliced on the machine. On Saturday evenings there is always a crowd. I always make it a point to buy the best flavored bacon on the market even if the price is a little higher, because I know then that our customers are satisfied and will come back for more. We have no waste to mention, the machine slices the meat up to the smallest end. Occasionally we get a side of bacon that is a trifle fat on one end. This is then sliced up and worked in gradually so that no one customer gets all the fat portion, and I have yet to hear the first complaint. I know now that I am getting all the profit I figured on from this department, whereas without the machine it was impossible to know whether any profit was made on acount of the waste."

Rolled Oats Likely to Be Lower

Bumper Grain Crops and Lower Grain Market Are Factors That Tend to Make Cereals Easier

THE tendency on practically all grocery commodities is downward. This condition is quite apparent in cereals, especially on oat and corn products. The fact that grains are lower and that Canada and the United States have bumper crops of grain tends to make an easier tone on cereals. Several weeks ago rolled oats declined 50 cents per bag, and millers stated to Canadian Grocer that prices would reach even a lower level.

In package cereals the situation is a little different on account of the high cost of cartons and labor. Higher freight rates is another factor to be considered in figuring the cost of package cereals. One line of pancake flour advanced—as announced in last week's issue of Canadian Grocer—which was due entirely to the higher cost of labor and cartons and in spite of the fact that grains are lower than they have been for some time. With the exception of package oats, no definite information can be learned just at present as to future quotations on package cereals. It has been intimated, however, that package oats will reach lower levels, probably to the prices of last year, which would mean a decline around a dollar a case.

Keeping Fish in Fresh Condition Without Ice

London, Eng.—A new method of keeping fish fresh has been found. Ice will no longer be needed. One result will be that fish prices in London and other large centres will be stabilized.

John Lyon, hon. secretary of the Fish Friers' Association, stated that he had tested the secret method and had proved that fish can be kept quite fresh without ice for five days. Experts found it good in appearance and taste.

"This process, if widely adopted, will revolutionize the fish trade," he said. "It will save hundreds of thousands of tons of fish in a year.

"It will stabilize prices, because at present we have to pay £1 one day for what we could have had for 1s. the day before, and very often the two lots are part of the same catch.

"Fish will be cheaper, also, because ice in these days is expensive, and there will no longer be need of it."

A Tank Process

Mr. Lyons added that Mr. Malne, who is known in London, after spending a number of years on the Gold Coast, is making himself responsible for the process.

"All I know of the method," he said, "is that the fish is passed through a series of tanks which contain the preserving mixture. The idea is so simple that hundreds of tons of fish can be treated in a day by one man.

"The suggestion is that the tanks should be installed in all the big fishing ports and that the catches should be treated by the new method before they are sent away to be sold."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 23.—The feature of the produce market this week is the advance in the price of both lard and eggs. Eggs of the best quality are now selling at 72 cents. Lard is rather short and prices advance from ½ to 1 cent per pound with a very strong market. The market for fresh meat is very strong. The shortening market reflects the advance in the price of lard with a corresponding strong market. There is little change in fresh meats. Doree is a little cheaper and is in better supply.

Fresh Meat Market Strong

Montreal.

FRESH MEATS. — Packers report a better supply of beef cattle arriving from the West, but Eastern conditions are not improved. The number of cattle received during the past week shows very little improvement on the previous week. Prices are holding very strong. The same conditions prevail as to hogs and the demand is for a larger number from the country. Prices are holding very firm, in fact the market is very strong at the present time. Quotations are unchanged this week.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	....	0 35
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 28	0 32
Untrimmed	....	0 27
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 25	0 31
Fresh sheep, carcass	0 18	0 21

Fresh Beef—

(Cows)			(Steers)	
$0 20	$0 31	..Hind quarters..	$0 28	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 20	0 30	..... Ribs	0 30	0 38
0 12	0 16	.... Chucks	0 14	0 20
0 30	0 34	..... Hips	0 32	0 36
Calves (as to grade)			0 15	0 26

Cooked Meats Firm

Montreal.

COOKED MEATS. — The demand for cooked meats continues very good, and with the very firm market for fresh meats, these prices are very strong. There is no change in quotations this week.

Jellied pork tongues	....	0 49
Jellied pressed beef, lb.	....	0 35
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 63	0 67
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 19	0 20
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS.—The demand for barrelled meats is still very small for home consumption, but there is some export, and that market points to an improvement. The prices quoted locally are, however, unchanged.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	52 00
Heavy mess pork (bbl.)	....	46 00
Plate Beef	....	28 00
Mess Beef	....	25 00

Bacon Prices Hold Firm

Montreal.

BACON. — In sympathy with the very strong market that holds for fresh meats and the shortage of cattle and hogs on the market the price of bacon holds strong. There is, however, no change in the quotations given by the packers.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 28	0 44
Cottage Rolls	....	0 40
Picnic Hams	....	0 30
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40
Do., 14-20	....	0 40
Do., 20-25	....	0 36
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Egg Prices Still Higher

Montreal.

EGGS. — Still higher prices are quoted on strictly new laid eggs this week. Although some firms report that there is no shortage of fresh eggs on the Montreal market, prices have been forced up two cents per doz. In some cases the large buyers are paying as high as 75c a doz. for fresh eggs. While the supply of new laid eggs reaching the market is reported to be sufficient to meet immediate demand, there is no replenishment of cold storage stocks. On the other hand, one of the big buyers in this city reports that more fresh eggs are reaching this market this season than during last season, but the demand is equally as big. Selects are selling at 68c, No. 1 at 60c, and strictly new laid from 75c to 77c per dozen. Some firms are importing eggs from the United States, but these eggs are No. 1's, and are used mainly for cold storage and export purposes.

Butter Prices Unchanged

Montreal.

BUTTER. — There has been a slight improvement in the creamery butter market this week. Reports here indicate that the supply of cream in the country is not as large as expected at this season. The price of butter is unchanged and very firm.

BUTTER—		
Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 52
Dairy, prints	....	0 53

Cheese Market Improving

Montreal.

CHEESE. — There is no change in the cheese market this week, but dealers are looking for a more active market. The export trade is rather unsettled owing to the weakening of the sterling exchange. A better movement of cheese is expected in this market within the next few weeks.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Margarine Demand Small

Montreal.

MARGARINE. — There is no change in the margarine market this week. The demand is not large and the market is quiet.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Shortening Market Strong

Montreal.

SHORTENING. — There is no change in the shortening market this week, but the stronger market for lard with higher prices will likely be reflected on the market for shortening, and will at least prove a stronger market within the next week.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 25¼
Tubs, 50 lbs., per lb.	....	0 25½
Pails, 20 lbs., per lb.	....	0 26
Bricks, 1 lb., per lb.	....	0 27

Higher Prices on Lard

Montreal.

LARD. — Lard prices advanced this week and reports show that there is rather a shortage on the market. This is a contrast to a few weeks ago when almost the reverse was the case. The price of lard has advanced from 29c to 29½c and 30c per pound in brick, and from 26½c per pound in tierces to 27c and 27¼c per pound. This advance is from ½c a pound to one cent a pound.

LARD—		
Tierces, 360 lbs.	0 27	0 27¼
Tubs, 60lbs.	0 27½	0 27¾
Pails, 20 lbs.	....	0 28
Bricks	0 29½	0 30

Doree Lower in Price

Montreal.

FRESH FISH. — There is no change in the fresh fish market this week. The supply continues to be very good, with a slightly better offering of doree at a lower price. The price on doree at the present time is 24c a pound. There is also a very good supply of fresh halibut arriving from the Pacific coast.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 08
Prawns	....	0 50
Live Lobsters	....	0 60
Skate	....	0 12
Shrimps	....	0 50
Salmon, Cohoes	....	0 25
Shad	....	0 18
Gaspé salmon	....	0 40
Halibust	....	0 25
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake trout	....	0 23
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 13
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 24
FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	....	0 23
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, September 24.—The produce and provision markets show a slightly firmer tone this week. Fresh beef is in a strong market with a tendency for higher quotations. Butter and cheese are steady to firm. Shortening and lard are firm with higher prices likely. Smoked meats are up one cent per pound. Back bacon is reported rather in scant supply. Some frozen fish have advanced due to higher cost at the coast and the increase in freight rates.

Fresh Beef Firm

Toronto.

FRESH MEATS. — The run of cattle at the stock yards has been exceptionally good both as to quality and quantity. Fresh beef is firmer and quotations are likely to be higher. Fresh pork tenderloins are up one cent per pound. Spring lamb is steady at 24 to 26 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	....	21 25
Live, fed and watered, per cwt.	....	21 00
Live, f.o.b., per cwt.	....	20 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 61
Spare ribs	....	0 17
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 32½
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 27
Front quarters, lb.	0 15	0 17
Ribs, lb.	0 28	0 34
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 30	0 36
Hips, lb.	0 22	0 25
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Cured Meats Up One Cent

Toronto.

PROVISIONS. — Smoked hams and bacon are up one cent per pound all round. Dry salt meats are also up one cent. There is a scarcity noted on backs but other cuts are in good supply.

BARREL PORK. — Mess pork is down $2, reducing the price to $37. Short cut backs are up 50 cents, bringing the price to $55.50. Lightweight pickled rolls are down $1 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 42
Wiltshire, three-quarter cut.	....	0 46
Wiltsbire, middle	....	0 48
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	0 25	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	37 00
Short cut backs, bbl. 200 lbs.	....	55 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats in Demand

Toronto.

COOKED MEATS. — There is an active demand for cooked meats, and prices are well maintained.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Firm

Toronto.

EGGS. — Receipts for eggs are rather light. Some produce men are bringing in American eggs as they claim that they cannot get sufficient Canadian eggs to meet demands. The market is firm at 67 cents for extra selects, 64 cents for No. 1, and 72 cents for selects in cartons.

EGGS—		
Fresh, selects	....	0 67
Fresh	....	0 64
Fresh selects in cartons	....	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Market Steady

Toronto.

BUTTER. — The butter market is steady, with a good demand for the better grades. Quotations are unchanged.

BUTTER—		
Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Market Holds

Toronto.

CHEESE. — The cheese market is fairly quiet, with quotations holding at 29½ cents for large and one cent higher for twins.

CHEESE—		
Large, per pound	....	0 29½
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Holds Strong

Toronto.

LARD. — The lard market is firm with a tendency for higher prices. In one quarter prices have been advanced three cents per pound, but generally quotations are unchanged.

LARD—		
1-lb. prints	0 28	0 30
Tierces, 400 lbs.	0 26	0 27

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Strengthened

Toronto.

SHORTENING. — The shortening market has developed a firm tone due to the firm condition of cotton seed oil and the fact that surplus supplies are fairly well cleaned up. Shortening is quoted at 21½ cents per pound tierce basis.

SHORTENING—		
1-lb. prints	....	0 25
Tierces, 400 lbs.	....	0 21½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Unchanged

Toronto.

MARGARINE. — There is a steady demand for margarine, and quotations are holding steady.

MARGARINE—		
1-lb. prints, No. 1	....	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Frozen Fish Higher

Toronto.

FISH. — Frozen halibut has advanced three cents per pound, bringing the price up to 23 and 24 cents. Salmon

Cohoe is quoted at 23 cents, and Red Spring at 28 cents. The increase in B.C. fish is due to higher cost at the coast, and the increase in freight rates.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring		0 30
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 0°
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Salt Cod, Quail-on-Toast, lb.	....	0 16

Heavy Fowl in Demand

Toronto.

POULTRY. — There is a big demand for fowl, especially the fat variety, and prices are up one cent per pound. The market generally is steady with fair supplies.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 40
Roosters	- 0 25	- 0 25
Fowl, over 5 lbs.	- 0 33	- 0 33
Fowl, 4 to 5 lbs.	- 0 30	- 0 30
Fowl, under 4 lbs.	- 0 28	- 0 28
Ducklings	- 0 25	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 30	- 0 36

Prices quoted to retail trade—

		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring		0 45
Ducklings		0 40

Shortening, wooden pails, 20-lb. pails, per pail		5 10
Shortening, tierces of 400 lbs., per lb.		0 23

Egg Receipts Light

Winnipeg.

EGGS. — Egg receipts have dropped off during the past week, and although there is a fair supply of eggs arriving the quality is not up to the standard. Fresh farm eggs are quoted at 65 cents per dozen, with fresh candled offered at 60 cents a dozen.

Cheese Market Unchanged

Winnipeg.

CHEESE. — There has been no change in the cheese market this week, prices remain unchanged.

Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Fish Market Active

Winnipeg.

FISH. — Fish is in good demand, and good supplies of fresh salmon, halibut, pickerel and trout are arriving daily. There is no change in prices.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 15
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 16
Fresh Trout, per lb.	....	0 22

WINNIPEG MARKETS

WINNIPEG, Sept. 24.—Hog market is firming up due, no doubt, to the limited supply of hogs being brought into the market. Pork loins advance four cents per pound. Pork shoulders also advance 3 cents per pound. Premium bacon advanced cent and half pound this week. Good quality creamery butter is reported scarce with upward tendencies. Egg receipts are reported light. Shortening declined half a cent per pound while lard increased half-cent a pound.

Hog Receipts Light

Winnipeg.

FRESH MEAT.—The hog market is firming up, due no doubt to there being very few hogs being brought into the market by the farmers. Pork loins advanced 4 cents a pound, and are now being quoted at 45 cents. Shoulders (pork) also advanced three cents per pound and are now quoted at 33 cents per pound. Fresh beef remains steady.

HOGS—			
Selected, live, cwt.			21 00
Heavy, cwt.			18 00
Light, cwt.			18 00
Sows, cwt.			16 00
Fresh Pork—			
Legs of pork, up to 20 lbs., lb.			0 39½
Spare ribs, lb.		0 18½	0 20½
Loints of pork, lb.			0 45
Fresh hams, lb.		0 39	0 40½
Tenderloin, lb.			0 57½
Picnics, lb.			0 28
Shoulders, lb.			0 33
Fresh Beef—from Steers and Heifers—			
Hind quarters, lb.		0 17	0 30
Front quarters, lb.		0 10	0 13
Whole carcass, good grade, lb.		0 13	0 21
Mutton—			
Choice ewes, lb.			0 17
Lambs—			
Choice, 30-45 lbs., lb.			0 25

Bacon Advances

Winnipeg.

PROVISIONS. — Premium bacon advanced 1½ cents per pound this week, and best quality was quoted at 64 cents per pound, with back bacon at 62 cents per pound.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 64
Do., 12 to 16 lbs., smoked	....	0 62
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS. — There has been practically no change in the cooked meat market this week. The demand has fallen off, due, no doubt, to the colder weather, and people are buying more beef, pork and mutton.

Ham, best quality, skinned, lb.	0 69½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 19
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 24

Creamery Butter Scarce

Winnipeg.

BUTTER. — No. 1 creamery butter is reported very scarce, and while No. 2 grade is plentiful, the quality is not up to the standard. Every indication points to firmer prices. Dairy butter remains firm and supplies are fairly good.

Creamery, best table grade	....	0 64
Dairy Butter, best table grade.	....	0 57
Margarine	0 37	0 39

Shortening Declines

Winnipeg.

SHORTENING. — Shortening declined one-half cents per pound during the week and is now being quoted at 23 cents per pound in tierces of 400 pounds. Lard advanced one-half cent a pound, and is being quoted at 29 cents.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 29
Do., wooden pails, 20 lb. pails	....	6 30

DRIED MILK WILL DISPLACE LIQUID

London, Eng., Sept. 23.—That the time is fast approaching when householders will buy their milk by weight and stock it with their groceries, is the contention contained in the annual report of Dr. D. J. Thomas, medical officer of health for Acton.

In dried milk, he declares, bacilli can be measured by thousands, but not by millions, to the cubic centimetre, as with fresh milk. In the drying process harmful organisms are largely killed, and the danger of disease, diarrhoea, and other sickness is largely removed. As much nourishment is contained in dried as in liquid milk.

DERMATOCHELYS CORIACEA IS LATEST FRENCH DELICACY

Paris, Sept.—"Waiter, have you got any dermatochelys coriacea?"

This question was a common one in Paris restaurants recently.

The dermatochelys is a sea-cow, a variety of turtle, and very rarely caught in European waters. A specimen hooked off the Island of Croix by cod fishermen, and brought to Paris to be sold by the same butcher who recently gave Paris a chance to taste lion, camel and dromedary meat, weighed 500 pounds.

"Sea-cow steaks" sold for $40 the pound. The flesh was found however, to hardly justify the price. It was tough, tasteless and coarse of texture.

Wonderful!—Delicious!

These are the words which express the sentiment of thousands of housewives all over Canada, after they have tried Davies' Pork and Beans.

This satisfaction means repeat business for every dealer who features this brand, as when once Davies' products are taken into the home, they will be asked for again.

If you haven't already placed your order for Davies' Pork and Beans, do so at once. Either mail to us direct, or give same to our salesman.

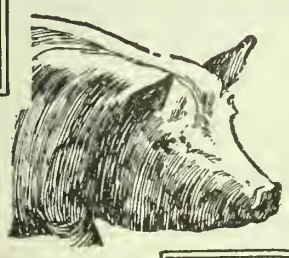
You should also feature Davies' Lunch Tongue, Corned Beef, Tomato Soup, Ox Tongue, etc.

Drop us a postcard for current prices if our traveller is not calling regularly.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO

Montreal **Hamilton**



MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

ARCTIC

REFRIGERATORS

Meet Every Requirement

A maximum of refrigeration and ample space for storing products that must be kept cold, together with a handsome appearance, make Arctic Refrigerators a very desirable acquisition to the modern grocery and provision store.

Write for sizes, description and prices.

Write for free catalog.

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory, 154 George Street, Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers' Supply Co., Regina, Sask.

You can depend on good profits and satisfaction when you sell

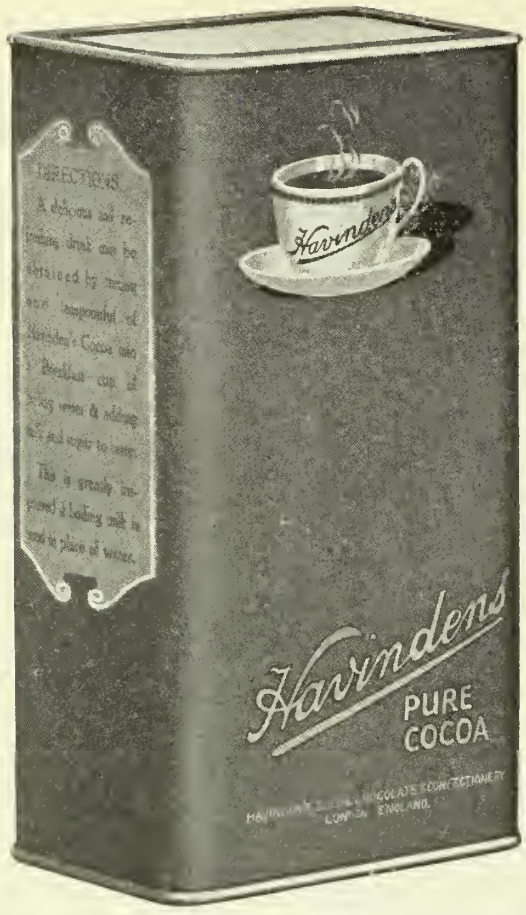
Brunswick Brand Sea Foods

The high standard quality, the reasonable price and wholesome flavor of these incomparable canned sea foods is daily winning remarkably good profits for thousands of Canadian grocers who are handling Brunswick Brand lines.

Since *Brunswick Brand Sea Foods* are all sufficiently cooked before being shipped from the factory, they are ready to be served on opening the tin—a feature that appeals to the housewife in a big way. Get up a good display of these ready sellers, recommend them to all your customers and watch them repeat and your profits grow.

Try a sample order to-day, if you haven't already sold them.

Connors Bros., Limited
BLACK'S HARBOR, N.B.



Marsh's Grape Juice

A Delicious Grape Juice of a high standard quality that has a reputation for being an all-the-year-round seller. Your customers will be delighted with this drink and you cannot help but feel satisfied with the Profitable Returns.

Made from sound Concord Grapes.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

YOU CAN SELL MORE

Shirriff's ORANGE Marmalade

Marmalade is NOT a breakfast preserve **only** —it is good at any meal.

A suggestion of some uncommon uses of Shirriff's Marmalade would result in a big increase in sales for you. Tell your customers that marmalade will make most delightful sandwiches for school lunches—that almost any good cook-book gives recipes for an inexpensive and delicious dessert known as marmalade (or amber) pie—that marmalade itself is an appetizing after-supper dainty—

And that they cannot find a tastier, purer marmalade for any of these purposes than Shirriff's.

Be sure your stock of Shirriff's Marmalade isn't low before you start.

IMPERIAL EXTRACT COMPANY
Toronto -- Canada

Selling Agents for Canada:
HAROLD F. RITCHIE & CO., Limited, Toronto & Montreal

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
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Canadian Agents:
C. B. Hart Reg., Montreal — A. S. May & Co., Toronto — Donald H. Bain Co., Winnipeg

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

GELATINE

For All Purposes, Sheet and Ground

INDIA GUM
POTATO FLOUR
TAPIOCA FLOUR

CANNON CANADIAN CO., LTD.

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OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC AN APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED WALKERVILLE CANADA

OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E.W. Jeffress, Limited
WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines.

Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

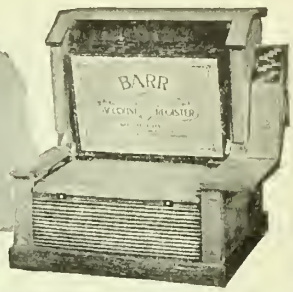
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Barr Registers

Limited

Manufacturers of

THE BARR ACCOUNT REGISTER



Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.

IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

You can depend on steady profits selling

Brodie's XXX Self-Raising Flour

The excellent results obtained by using this popular flour turns every trial order into a steady chain of repeats. Recommend it to your customers for making light, wholesome muffins, pancakes, biscuits, etc. Get them to try it once and they'll always buy it. Each sale yields a worth-while profit margin—At your wholesalers.

Brodie & Harvie, Ltd., Bleury St., Montreal

Ontario Representatives—
Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives
J. B. Renaud & Cie., Inc., Quebec

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

A Hat to Match
O.P.W.
Jas-per-lac
STRAW HAT STAIN
New Hats For Old
For 25c Jas-per-lac gives a woman a new hat. Learn all about it and the steady stream of business that can be done in new hats for old.
Next Spring will be Jas-per-lac's biggest season. Get your order in now.
Ottawa Paint Works, Limited
OTTAWA, ONT.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

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REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

SUGAR

Sugar has been selling quite freely the past couple of weeks. Looks like the consumers who had supplies tucked away have used them up and are now buyers again.

We are making a special offering in yellows which should interest dealers, for these sugars are as good for many purposes as granulated and for some things even better.

Old-fashioned Brown, 100s, $15.00
Lantic Brilliant Yellow, 100s, $17.50

Montreal Basis—equalized freight rate to be added.

SEND US AN ORDER, YELLOWS ARE SELLING GOOD

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,
LIMITED
GUELPH *Established 1861* ONTARIO

This is Peach Time!
Plum Time!
Pear Time!

Let us fill your requirements.

Fresh Shipments
Spanish Onions
—Cases and ½ Cases

Malaga Grapes Bartlett Pears

WHITE & CO., LTD.
High Class Fruits
TORONTO
Main 6243

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE
COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montrea.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

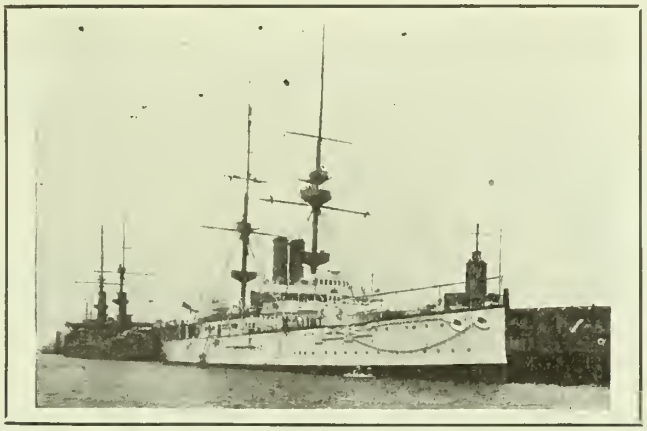
To get business you must go after it. Others do it through this paper —why not YOU?

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS ETC.



SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

WHITE SWAN PANCAKE FLOUR

Self-Rising

The big pancake season is now on and a good big display of **White Swan Pancake Flour** in your window and on your counter will bring you results that will surprise you.

It pays to feature time-tested profit-earners like this incomparable Pancake Flour and you can always recommend it with the assurity that its performance will so please the housewife that repeats will always follow.

Next time you order specify "WHITE SWAN" Pancake Flour — The big round package.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

DOMINION
BRAND
RED CHERRIES

These delicious Cherries, selected from the choicest in the Niagara Fruit District, are put up in heavy syrup and guaranteed.

Their superior quality—the attractive package—the repeat sales —will make this line move quickly.

Arrange now for your stock for winter.

There will be a big demand, as usual, for this **DOMINION BRAND** product.

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

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ESTABLISHED 17TH CENTURY

CABLE ADDRESS
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Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

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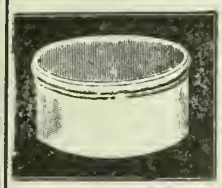
312 Board of Trade Bldg., Montreal
SUGAR AND MOLASSES

H. R. BARNARD,
St. Nicholas Bldg., 3 St. Nicholas St., Montreal
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

77 Upper Water St.
HALIFAX - Canada

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

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OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

ONIONS TO BE LOWER

The market for Canadian onions is weak, according to vegetable wholesalers. They point out that the crop this year is a large one and that prices will shortly be much lower than they are at present.

LARD LIKELY TO BE HIGHER

The lard market is considerably firmer and although some packers have not as yet increased prices, the tendency is for higher quotations.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Furnivall's FINE FRUIT PURE JAM

You can recommend Furnivall's pure fruit jams to your customers with every assurance that they will win constant repeat orders. Furnivall's Jams offer steady sales and profits worth investigating.

FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.

Order from your wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

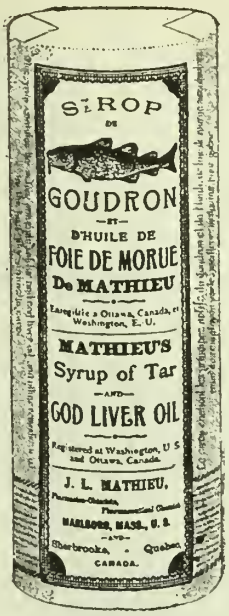
Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

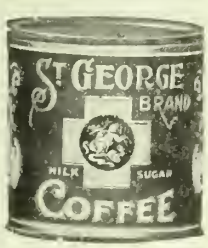


Prepare For Your Customers' Fall Needs

Amongst the many requirements during the coming fall season will be something to relieve severe colds, etc.—then is the time to recommend *Mathieu's Syrup of Tar and Cod Liver Oil.*

This dependable remedy has proven its excellent curative properties to thousands of Canadians from coast to coast, and its great popularity is entirely due to the confidence it has won through its efficiency. Try a small stock — you'll find it a worthwhile seller.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE - QUEBEC



Products that Always Please

Malcolm Milk Products will please you in every way because they will satisfy your customers, we feel sure,—and that means repeat sales and money for you.

Made in Canada

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square

MONTREAL

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

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Now is the right time to Feature

"Curling" Brand —Marrowfat Peas—

Curling Brand Package Peas are put up in attractive packages, 3 dozen to the carton. They are packed from the finest Japanese green wrinkled peas and they are exceptionally tender and full-flavored. Fall always creates a good demand for these high grade package peas and they are profitable enough to make a good display worth while.

PRICES:

	Per Doz.
Ont. and Eastern points	$1.20
Winnipeg	1.25
Points west of Winnipeg	1.30

Curling Brand Bulk Peas are the finest No. 1 Japanese green wrinkled. They are packed in 100's and 200's. We will be pleased to quote on this line.

Maclure and Langley, Limited

MONTREAL TORONTO WINNIPEG

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

GROCERY CLERK, FULLY EXPERIENCED, for country grocery store. Good advertiser and ticket writer. State wages and experience. No booze artist need apply. Apply to Frank Vickers, Lomond, Alberta.

FOR SALE

FOR SALE—RETAIL GROCERY IN CITY OF Sault Ste. Marie, located on the main street, in heart of city. Turnover over $100,000 per year. Good, clean stock, mostly all new fixtures. Good profits, overhead expenses small. Exceptional opportunity for a good "live wire" to take hold of. Good reasons for selling. Further particulars. Address Box 272, Canadian Grocer, Toronto, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price $2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

FOR SALE—GROCERY BUSINESS WITH POST Office, large eight-roomed house and garage. Good district Toronto, doing $1,000 weekly. Stock and fixtures about $4,000. Genuine money-maker. Box 264, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

AGENCIES WANTED

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Building up a Store with one strong line

There are three stores in a small town, and they all sell provisions. So far as may be seen they are in many respects the same. The service in one is not appreciably better, but whenever customers want Ham and Bacon they always go to that store.

This retailer has specialized in

Swift's Premium Hams and Bacon

and is building up a big trade by featuring this line.

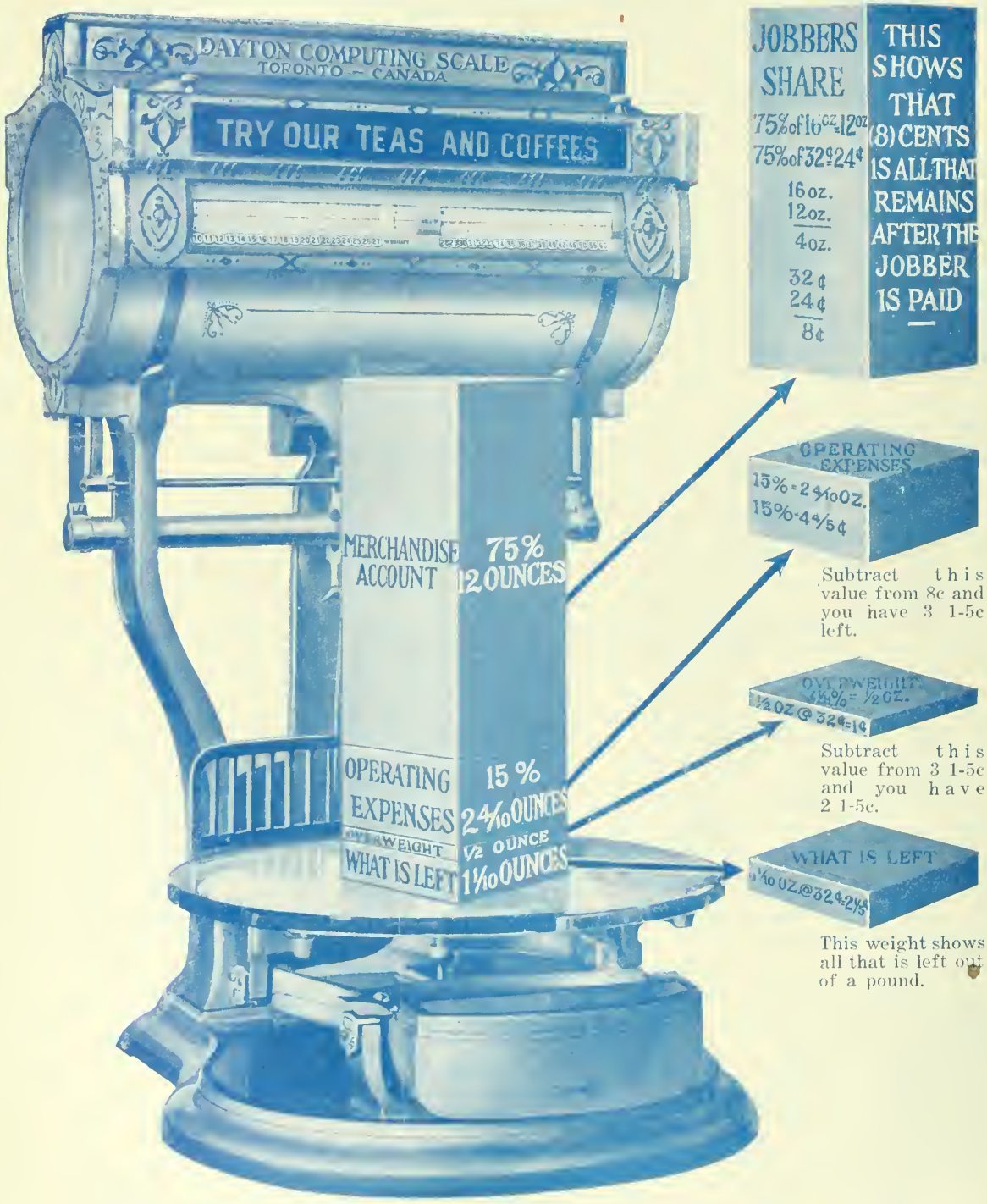
It will pay any dealer to feature Swift's Premium Hams and Bacon on his Provision counter. They are Nationally advertised and their quality always satisfies.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

You get all your profits with Dayton Computing Scales *for overweight is eliminated*


DAYTON COMPUTING SCALE
TORONTO — CANADA
TRY OUR TEAS AND COFFEES
MERCHANDISE ACCOUNT 75% 12 OUNCES
OPERATING EXPENSES 15% 2 4/10 OUNCES
OVERWEIGHT ½ OUNCE
WHAT IS LEFT 1 1/10 OUNCES
JOBBERS SHARE
75% of 16 oz. = 12 oz.
75% of 32¢ = 24¢
16 oz.
12 oz.
4 oz.
32¢
24¢
8¢
THIS SHOWS THAT (8) CENTS IS ALL THAT REMAINS AFTER THE JOBBER IS PAID
OPERATING EXPENSES
15% = 2 4/10 OZ.
15% - 4 4/5¢
Subtract this value from 8c and you have 3 1-5c left.
OVERWEIGHT
½ OZ @ 32¢ = 14
Subtract this value from 3 1-5c and you have 2 1-5c.
WHAT IS LEFT
1/10 OZ. @ 32¢ = 2 1/5
This weight shows all that is left out of a pound.

One pound at 32 cents

Take this pound of merchandise and see what becomes of it.

The weight shown on the scale weighs one pound.

We have divided it into four parts.

It shows how a pound of merchandise is divided to meet its cost.

We have given this weight a value of 32 cents per pound (the average cost of merchandise).

Each item of expense and loss is represented by a weight.

Note carefully that you have but 2 1-5 cents remaining out of a pound of merchandise after you have accounted for the many charges against it. Ten per cent. of the pound is rightfully yours.

10% of 32 cents

3 20-100 or 1-5 cents.

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Building; Montreal, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415 Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 3rd Ave.; CALGARY, 127 6th Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

D83

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)